

# THE JANUARY 1908 LARKIN IDEA





# FRAMED PICTURES

FOR THE HOME

Given With The Larkin Products

The human interest of the subjects illustrated on this page, combined with the delicate colorings and harmonious

frames, fit them peculiarly for the home.

Other subjects may be chosen from our Product and Premium List, a copy of which is sent on request, postpaid.



No. 71. Slumbers.

**Photogravures.**  
**Size, 10 x 20 in.**

Given for one Certificate.

No. 81. Dreamland.



Weathered-Oak frame, 2 in. wide, with beaded edges. An appropriate verse at bottom of frame.

**Hand-Colored Photogravure, Size, 27 x 37 in.**



Given with \$10.00 worth of Larkin Products, or for five Certificates.

No. 85. An American copyright Photogravure; hand-colored; 3½ in. frame, with gold-bronze finish and golden burnishes.

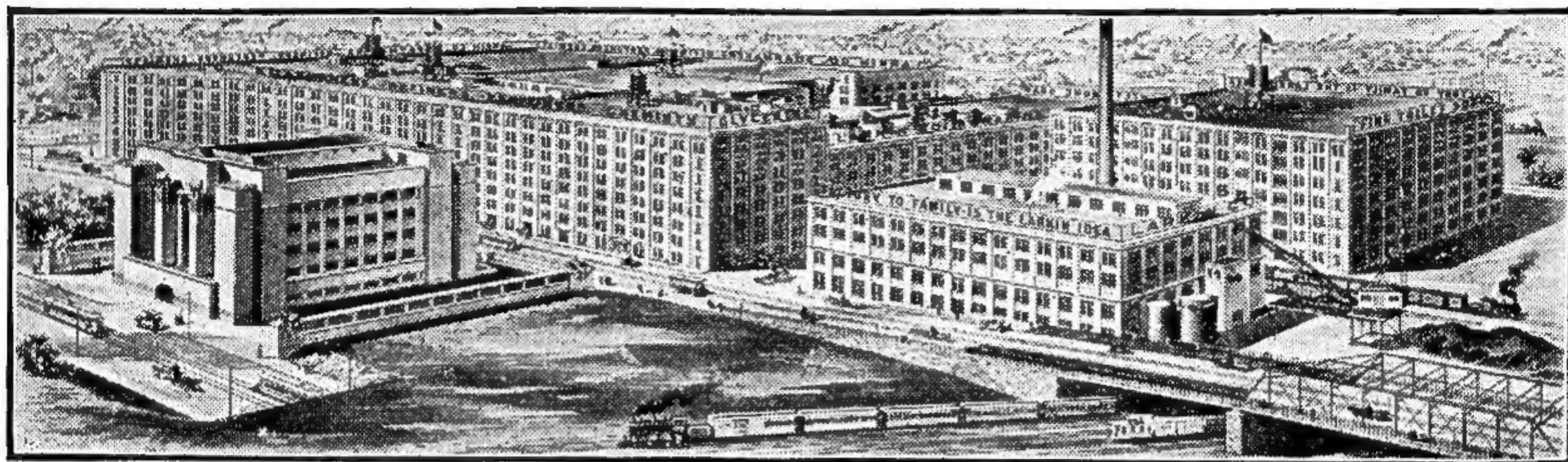


# THE LARKIN IDEA

VOL. VII

JANUARY 1908

NO. 11



## Testing Larkin Coffee.

**I**MAGINE a row of gigantic coffee-warehouses stretched along the river-front, forming a varying silhouette against the sky. Picture large steamers and sailing-vessels arriving from foreign shores and gliding silently to the wharves.

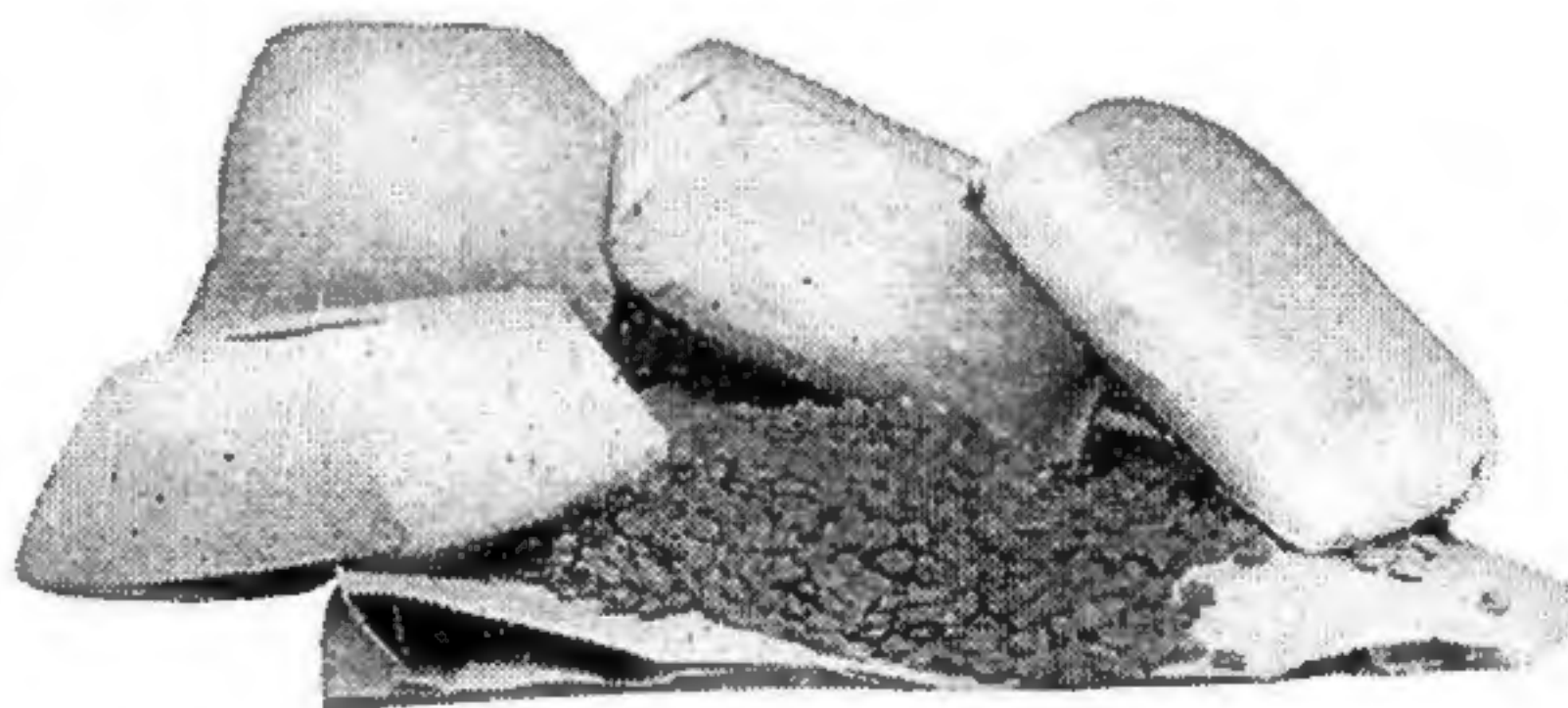
Just as soon as the vessel is made fast there comes from its hold an almost endless stream of large brown bags, bag after bag. With the rapidity of long practice these bags are quickly removed to shelter and give place to still more bags.

The port is New York (Brooklyn Borough), and the bags are importations of coffee direct from the coffee-growing plantations. These big bags bring into the United States over one billion pounds of coffee every year, to be distributed throughout the country, to afford us our popular table beverage.

The distribution of this immense amount of coffee is handled by New York representatives of the plantation owners. On them devolves the task of emptying the warehouses to

make room for incoming cargoes.

A large quantity of the coffee is sold without even a trial test to determine the quality. The Larkin Co., however, requires to be forwarded a one-pound sample, for testing purposes, from each bag considered. It is in this way that our customers are protected from the many and great variations and imperfections of the coffee production.



COFFEE SAMPLES.

These one-pound samples are forwarded for testing purposes.

The arrival of the samples, carefully wrapped and numbered, brings us to that most interesting and difficult task, the testing of

coffee aroma and cup-quality.

About one hundred samples are opened at a time and spread on a large table. It is necessary to first weed out the various kinds that are evidently unfit to be given even a trial roast. These are often the ones known as "raw crop", so young that they have absorbed certain distinctive odors from the remaining cargo of the ship in which they were imported. Hides or drugs will very readily leave their odor with a raw



crop of coffee. Such lots are instantly rejected as below the Larkin standard of quality, although these coffees are necessarily finally sold for consumption by some one.

To be able intelligently to select from hundreds of samples of green coffee requires many years of experience. With

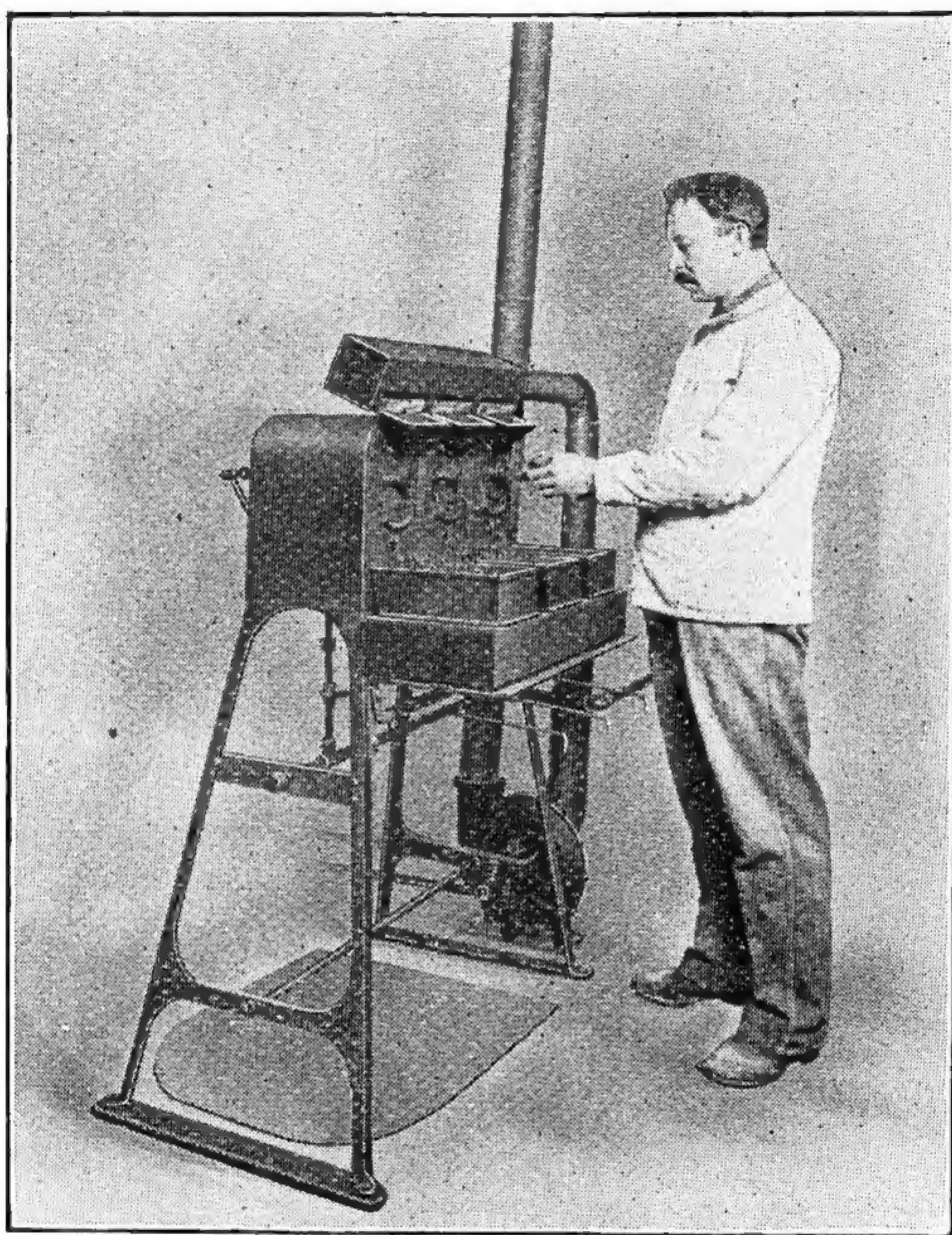
our coffee expert this has been a life study. His trained eye tells him at a glance just where a certain sample has come from, Brazil, Columbia, Venezuela, etc. And not only must he know the country, but each district as well, for a certain district will have coffee-growing peculiarities that are liable to impair the

quality. These years of experience in the testing of various grades enables our expert to produce results that the ordinary blender is unable to accomplish. Such geographical names as Mocha and Java signify absolutely nothing to the consumer. Every grocer will tell you that he sells "Mocha and Java", yet so little Mocha comes from Aden, and Java from the Island of Java into this country, or is even grown, that it is hardly worth mentioning.

After the green samples have been

given a rigid inspection they are taken to the sample-coffee-roaster. This machine is driven by electric motor and is similar in design to our large roasters, producing a roast in every way equal. The capacity at one roasting is three one-pound samples, each sample of course being

roasted in a separate compartment. In this little apparatus the roasting occupies but fifteen minutes, the cracking of the beans telling the attendant that the roast is about done. A small hollow cylinder known as the "trier" may be inserted to draw forth some of the coffee and ascertain the exact con-



THE SAMPLE-COFFEE-ROASTER.

In this machine three one-pound samples are roasted at the same time.

dition of the roast.

The coffee is poured out into the receiving-pans. At this stage it is necessary that the coffee be cooled very quickly else it will continue roasting and cause an uneven roast. This cooling is effected by means of a suction-fan which draws the air rapidly through the coffee and out through the sieve-bottom of the receiving-pans.

As each sample is roasted it is placed in an oblong sample-tray, numbered to correspond with the





#### TESTING COFFEE FOR AROMA AND CUP QUALITY.

This process takes place immediately after the roasting of the samples, and is the final test of samples by our expert blender.

original number. After the entire lot has been roasted and docketed it is taken to the testing-room. It is here that the more delicate and final test is given.

A certain amount of each sample is carefully ground. Enough of this ground coffee is taken to balance, on delicately constructed scales, the weight of a five-cent piece, and then placed in a thin china cup especially made for this purpose. This process is continued until the large revolving testing-table has its outer edge completely filled with cups. Boiling water, filtered and distilled, is then poured over the coffee.

The tester allows the water to stand for two or three minutes. He takes up a little of the coffee from the cup and tests it by both aroma and

taste. The aroma of the coffee will immediately reveal to one of his experienced ability whether or not the quality is of sufficient richness to blend as Larkin Coffee.

From the taste he learns the cup-quality of the coffee, i.e., the amount required to make an average cup of coffee. This is very necessary since some samples require twice the amount of others to yield a cup of the desired strength. Larkin Coffee will yield about fifty cups to the pound.

At this period he is enabled to detect imperfections that have hitherto escaped his notice, such as a tendency to mould, or partial fermentation, revealing coffee which has not been thoroughly dried before leaving the plantation. Our chief



aim is to secure the old crop, thoroughly cured, since it is from such coffee that the rich, mellow flavor is obtained. Some coffees are polished in the green state with chemicals in order to give the bean a glossy appearance. This spoils the natural flavor of the coffee-berry and must be carefully watched for in the testing.

By a process of elimination the undesirable samples are put aside and only the perfect ones retained. It is from these that the Larkin Co. orders its coffee; after

the samples have gone through the rigid inspection and test of our expert. The numbers of the perfect samples are placed on our order and the lots represented by these sample numbers are forwarded to Buffalo in carload lots.



BAGS OF GREEN COFFEE AWAITING THE ROAST.

After each shipment is received it is again tested to see that it corresponds with the samples submitted. Thus all chance of error in shipment is avoided. The large sacks of green coffee are piled seven bags high to await the roast in our great roasting-machines.

Thousands of bags of coffee are bought, roasted and sold yearly throughout the country without further test than a casual inspection of the green samples. We have shown you the rigid test that a green

sample must pass through before accepted for the Larkin Blend. It means more time, perhaps a bit more cost, but it is a cost which has added an increase in value and served to maintain the high standard of Larkin excellence.

## A Postal Program.

**General One-Cent, Two-Ounce Letter-Post. A Local Rural One-Cent-A-Pound Letter-Post.**

By James L. Cowles, Secretary of Postal Progress League, No. 361 Broadway, New York, N. Y.

**E**NACTED into law this simple, comprehensive program would save the general public at least \$50,000,000 a year in postage, and the rural public—farmers and merchants—as much more in time and labor, now wasted in hitching up their teams for the transport of their

ordinary daily exchange of merchandise. The resulting increase in the revenues from the rural service would meet any possible loss from the reduction of the general letter-rate. These measures deserve the support of the rural communities of the United States.



England increased her letter-unit from one to four ounces in 1897.

Germany increased her local letter-unit from one to eight ounces in 1900. The German Post Office carries the German farmers' produce, 11 lbs. up to 46 miles, for 6c, greater distances for 12c.

In 1906, New Zealand increased her letter-unit from one-half an ounce to four ounces, and reduced her parcels rate from 12 to 8c a pound.

Our Congressmen permit you to be taxed

32c a lb. on a sealed packet.

16c " " on unsealed general merchandise.

8c " " on books, seeds and bulbs.

4c " " on magazines, newspapers, etc.

and with this result; in making his daily round of 24 miles, visiting over 100 families, the average rural carrier picks up hardly 2 lbs. of mail-matter a day, and brings into the Government a revenue of less than  $\frac{1}{2}$ c per day, per family. The postal income from the 4,000,000 families on our rural routes, during the past year, will be hardly \$5,000,000—this against an appropriation for the support of the rural service of nearly \$35,000,000.

A postal income of \$10 a year, a little over 3c a day, from the average rural family would have secured to the Post Office a rural income last year of full \$40,000,000. With a one-cent-a-pound local rural post, the

farmers of the United States would have insured this income from their grocery business alone.

A general two-ounce letter service would cost the Government but little more than the present one-ounce service. It would give us a sealed parcel-post at 8c a lb.; it would consolidate the first, third and fourth-classes of mail-matter to the infinite convenience and benefit, both of the public and of the Post Office; it would end the discrimination under which foreign parcels are posted to and fro for 12c a lb., while domestic parcels are taxed 16c a lb. It would also, for instance, end the discrimination under which American students now pay four times as much as foreign students for the posting of their examination papers to an American Correspondence School.

Every interest would benefit by the reduced postage on correspondence and on merchandise. Every one is interested in the entire program; if you realize it say so to your Congressmen and Senators. Copy this form, fill in the names of your Congressmen and Senators; date it; sign it; mail it immediately.

Hon.

1908.

Dear Sir:—

We ask the establishment of a general one-cent two-ounce letter-post and of a local rural one-cent a lb. letter-post this winter. Please reply by early mail as to what will be your course in this matter.

Respectfully,

---

"I commend to Congress the consideration of the Postmaster General's recommendation for an extension of the parcel post."

This sentence is quoted from President Roosevelt's message to the 60th Congress and made public on the 2nd of December. It speaks for itself.

Every citizen ought to write his Congressman urging the adoption of a one-cent two-ounce letter-post and of a local rural one-cent-a-pound letter-post.

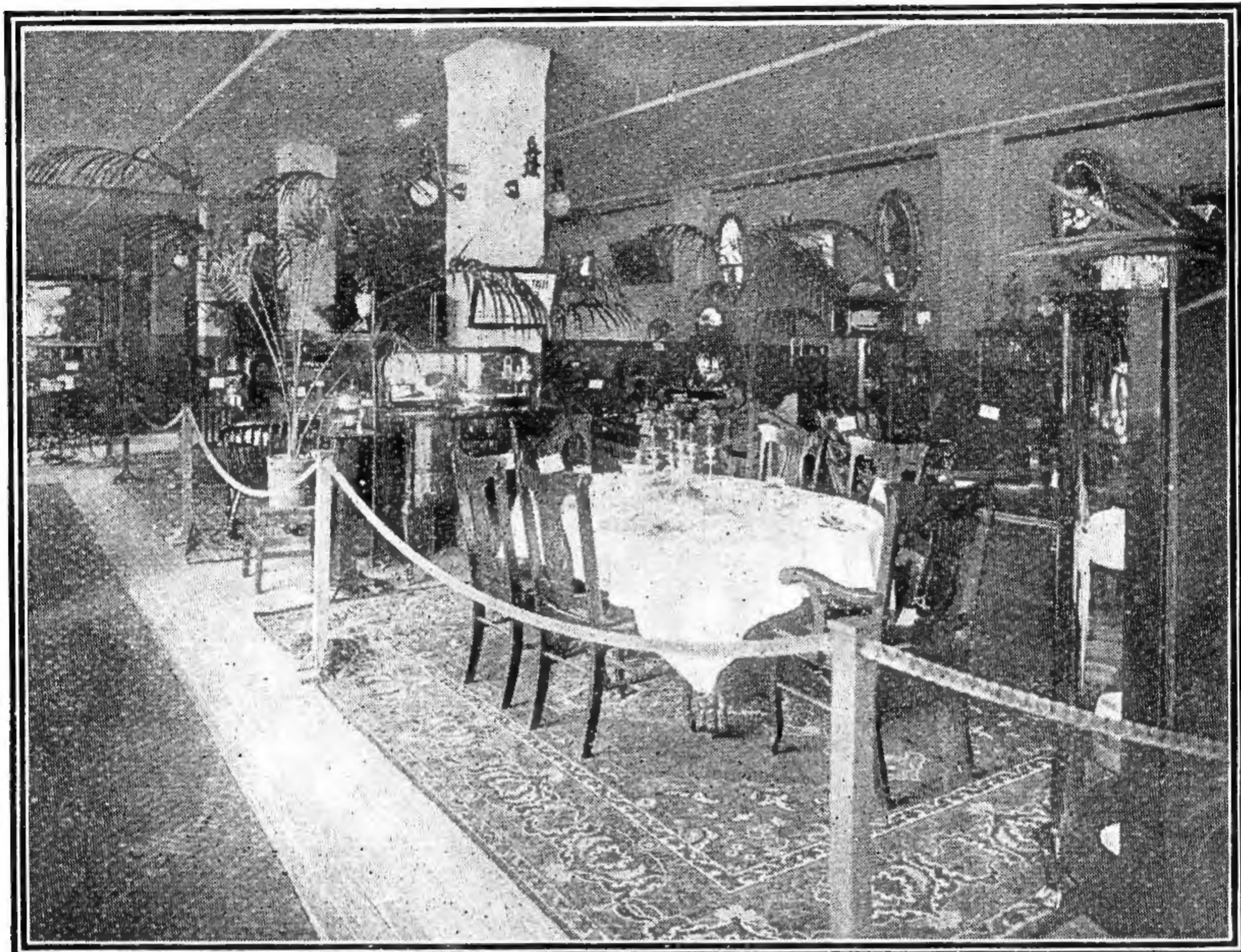


## The New Showroom at Buffalo.

**T**HE photo below gives a partial view of the interior of our new Buffalo Showroom. Over 1200 Larkin

trip through the factories and the Administration building.

A visit to Buffalo means not only



Premiums are tastefully displayed for close inspection. The Premiums are grouped in such a way as to give the effect of different rooms: parlor, dining-room, bed-room, etc. It is from here that visitors start on their

an enjoyable trip through the factories but also an opportunity to view over 1200 Premiums. We will try to make your visit to the Larkin Co. well worth the while. We are anxious to have you visit us.

## Tapioca and how it Grows.

**T**APIOCA is a derivation of the Brazilian word *tipioca* and means "juice of the Cassava." Hence, the word tapioca is used as the name of a common food-product, obtained solely from the Cassava plant.

This Cassava plant was originally a native of Brazil, but has since been carried to nearly all the warmer parts of the world. The production is especially abundant, as well as high-class, in the East Indies and the Malay Peninsula. For this reason

Larkin Tapioca is imported directly from Singapore.

The plant itself is an herb or shrub which grows from four to ten feet in height. The branches are short and the leaves long and slender. The plant blossoms annually in loose-spreading clusters about three-eighths of an inch in diameter when open, varying from greenish-purple to light greenish-yellow in color. The roots are the only valuable portions of the plant, and as will be seen from the illustration, grow in clusters



around the stalk. These root-stalks are from one-and-one-half to two-and-one-half inches in diameter and from one to four feet in length, usually being of a red or brown color, though often nearly white.

The usual practice in planting Cassava is to cut off a piece of the stem about six inches long and force it into the ground, allowing it to care for itself with the exception of an occasional hoeing or weeding. The best soil for its growth is a light, rich, sandy loam rather dry than wet. While abundant moisture is needed to induce the seed-cane to sprout, after the young plants become well established they will bear long-continued and extreme drought with little injury.

The Cassava plant needs only one year to attain a sufficient growth for harvesting. This harvesting consists merely in the digging of the roots. Various digging-tools are used. When the soil is light and the root-growth is small, the work of pulling the roots is done by hand. Where the root-growth is larger and the soil heavier, a grubbing-hoe is used, pushing the blade into the ground and then alternately pulling and prying until the roots are so loose that they can be lifted out.

As soon as the roots are taken from the ground, they are placed where it is warm and dry, since three or four days' exposure to the atmosphere causes them to blacken and decay. For this reason the common practice is to dig the roots from day to day as they are needed, or at most for not more than a week in advance.

After the roots have been dug, they are fairly steeped and washed to free

them from all impurity and are then rasped down to a fine pulp in a tub of water and allowed to settle. The starch will fall to the bottom and the greater part of the skin or husk will float on the water. By repeated washing and settling of the starchy deposit, the tapioca may be obtained in a condition of



THE CASSAVA PLANT.

The photo shows the root-stalks from the pith of which Tapioca is produced.

purity. The powder or pith is dried by heating it upon iron plates, and this process results in the familiar form of "pearl tapioca", which is well-known in this part of the world. This tapioca is highly esteemed for the making of puddings, etc. On a manufacturing-scale machinery of various kinds is adapted to perform the several processes of steeping, washing, rasping, straining, settling, purifying, draining and drying.



The yield of Cassava is as varied as that of other cultivated crops. Its

yield ranges from four to five tons per acre.

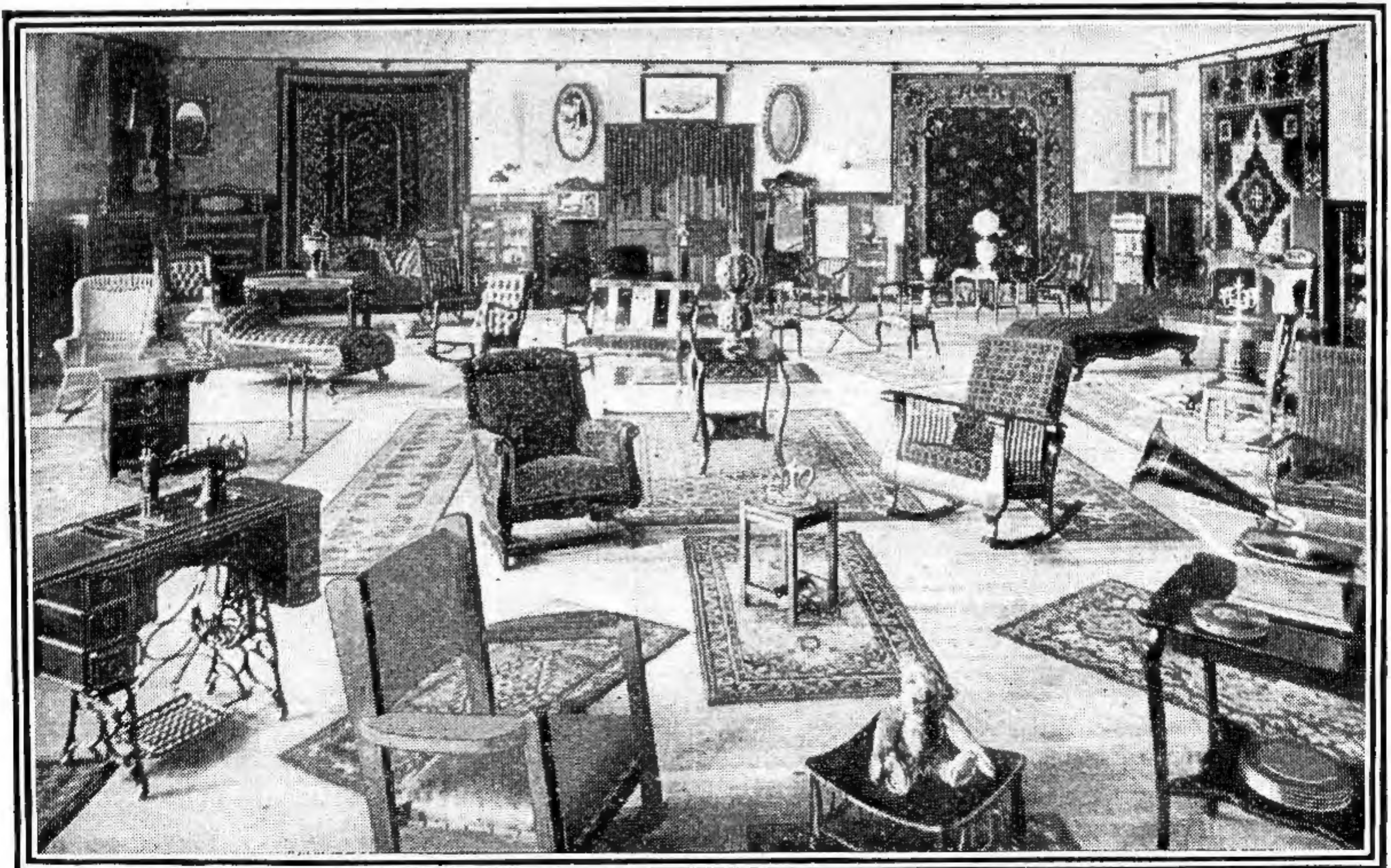
The fact that the Cassava plant does not require the amount of attention given other tropical growths is perhaps responsible for the rapid increase in its cultivation, and for the increase of importation into this country. Americans have for some time been experimenting with the Cassava plant in Southern Florida and along the Gulf of Mexico, but as yet have used this home production for purposes of starch-making and cattle-feed only.



FILLING LARKIN TAPIOCA INTO CARTONS AT THE RATE OF FIVE TONS PER DAY.

product depends principally upon the vitality of the seed-cane planted and the quality of the soil. The average

**F. M. SOUTHARD**, East Rochester, N. H., writes: "I am pleased to say that each and every one of the Club-members are well pleased with the kind and courteous treatment that they have received, and also with the beautiful presents. No home need be without nice furnishings when they can be procured so easily by the Larkin Idea of factory-to-family dealing, without the addition of middleman's profits, as Larkin customers know."



TRAVELING SHOWROOM AT BURLINGTON, VT.





## DOCTORING SMALL AILMENTS AT HOME

BY CONSTANCE FULLER MCINTYRE

**W**HERE an assortment of reliable standard remedies are kept on hand there are comparatively few common ailments which cannot be cured at home without calling in a doctor.

In fighting colds the great and all-important thing is to take them in time; they can almost always be prevented if a good remedy is persisted in at the first indication. Camphor is invaluable at this stage. Put from six to ten drops of Larkin Spirits of Camphor and a teaspoonful of sugar in a glassful of hot water, taking a sip every twenty minutes or so. It is not much use to take camphor internally after a cold has obtained a start, for it will run its course and one can only modify it and prevent it from becoming serious.

A dose of laxative medicine is very important. The feet may be bathed in hot mustard water before going to bed, and a cup of boiling water, into which a teaspoonful of Spirits of Camphor has been dropped, inhaled for a few minutes will thoroughly clear the head; a large towel covering both head and cup facilitates this process. Larkin Petroleum Jelly should then be rubbed well over the nose, carrying it along the passages, from the top of the nose, upwards across the forehead and the tops of the eyebrows, as well as into each nostril.

Anything that induces a profuse perspiration is a great help in cutting a cold, but only in bed, as that condition renders anyone doubly susceptible to taking more cold. Aconite

is largely used for this in England. For a deep cold a piece of woolen cloth dipped in melted mutton tallow, or saturated with Larkin Sweet Oil, warmed and sprinkled with turpentine and worn on the chest is invaluable. It should be heated and resprinkled every night. Larkin Camphorated Oil rubbed on the neck, chest and back is also very effective. A tablespoonful of Larkin Castor Oil with six or eight drops of Spirits of Turpentine, is a deservedly popular remedy for colds. Pepper tea, made by adding half-a-teaspoonful of Larkin Red Pepper to a cup of sweetened, hot milk and water is an old-fashioned remedy for colds. Half-a-teaspoonful of Larkin Essence of Peppermint in a glass of sweetened, hot water is another. The latter remedy is also good for colic and wind on the stomach, being a carminative as well as a slight stimulant. Peppermint is used in treating hysteria. Soda acts in much the same way, as does also Wintergreen.

Equal parts of Larkin Glycerine and paregoric make a good cough mixture, much cheaper than the ready-made concoctions with doubtful ingredients that are so often sold.

For cramps, colic and other acute indigestion pains, Larkin Essence of Ginger, one teaspoonful in a glass of water—preferably, but not necessarily hot—will be found excellent, particularly with the addition of a level teaspoonful of cooking soda. A teaspoonful of paregoric in a glass of water, in which a teaspoonful of Epsom salts has been dissolved,



sipped at intervals during the day, is a good remedy for disordered stomach.

Larkin Castor Oil is an indispensable standby, being especially valuable in any kind of stomach trouble, since it is healing to the inflamed mucous membrane. In a case of this kind a promiscuous use of laxative of which the composition is unknown may lead to serious trouble. For instance those containing aloes act by irritating the bowels; this, of course, where they are already inflamed. One may always feel safe

Larkin Witch Hazel is good for both bruises and cuts of any kind and is a good thing to keep on hand for small emergencies. Equal parts of Witch Hazel and warm water are highly recommended as a wash for sore eyes. Even slight cuts on the fingers should be covered with Larkin Court Plaster to prevent the dirt from entering. Witch Hazel is a strong astringent, and so stops bleeding. It is largely used in piles both by application and injection. For bites and stings of insects, wounds, sores and ulcers it can be applied freely with a



SOME LARKIN PHARMACAL PREPARATIONS WHICH IT WILL PAY TO KEEP ON HAND.

in using Castor Oil. Its disagreeable taste is disguised by taking it in either orange or lemon juice, strong, hot coffee, or hot milk. Larkin Olive Oil can sometimes replace Castor Oil. In this case double the quantity will be required.

For habitual constipation cascara is an excellent remedy, because one can gradually decrease instead of increase the dose; in buying it, however, be sure to insist on the strong unsweetened kind, the sweetened cascara being quite too weak for adults. The dose is from eight to sixty drops.

For a bruise where the skin has not been broken, as well as for sprains and strains, Larkin Tincture of Arnica is used, and in the former case may be applied with a soft rag.

saturated cloth placed on the affected part. In the treatment of sunburn it is both refreshing and healing, and is more conveniently applied in the form of Larkin Witch Hazel Cream.

For toothache a steady heat provides the quickest relief if the pain be largely neuralgic. A rubber hot-water-bottle held against the face is preferable to an outside poultice, for should there be an abscess the latter might draw the sore through the outside of the cheek. If the tooth is hollow Larkin Toothache Drops on cotton may be introduced. Witch Hazel held in the mouth sometimes affords relief. In neuralgic toothache a poultice of Larkin Ground Ginger sprinkled on brown paper wet with hot water will often give relief. Sometimes a crust of bread held



between the tooth and the jaw acts as a poultice and affords relief.

Larkin Camphorated Oil is good for any pain where the part affected needs local rubbing, and will be found invaluable for massaging.

The first remedy for a burn is to apply Petroleum Jelly. Larkin Petroleum Jelly is a more convenient application for excluding the air from a burn than the old-fashioned methods of using white of egg or flour. Larkin Witch Hazel Cream is excellent for sores, burns, bruises and scratches on the face or hands, for it forms a more or less adhesive paste when dry, which not only excludes the air but does not easily rub off.

There are many home remedies, principally gargles, for sore throats. A cup of vinegar with salt and pepper is a somewhat heroic though effectual remedy. Rubbing the throat with Camphorated Oil is a great help. In this case the throat should be bound with a flannel cloth saturated with the oil. Sore throat, while generally attributed to a cold, sometimes arises from a disordered stomach, and disappears when this is attended to. A little lump of Petroleum Jelly on the forefinger can be placed in the throat, and is a very good remedy. So are Spirits of Turpentine applied with a soft paintbrush two or three times; kerosene

can be similarly used. Witch Hazel used as a gargle as well as externally is another cure for sore throat.

For bilious sick-headache there is nothing better than to slowly drink three or four tumblers full of lukewarm water, which eventually produces vomiting, and thus not only affords relief but washes out the stomach. A good liver medicine should be taken afterwards for three or four nights. Half-a-teaspoonful of mustard in warm water is a quicker and more certain emetic where one is needed. Larkin Smelling Salts used for slight headache and when one feels faint prove very refreshing.

Larkin Belladonna and Capsicum Plaster will give relief in rheumatism and neuralgic pains. In preparing a mustard plaster mix it with white of egg instead of water, to prevent blistering. As a rule one can only obtain such highly adulterated mustard in the country that there is little chance of either blistering or benefit from it. In using Larkin Mustard, however, if the plaster is not required very strong either flour or corn-starch may be added, for it is pure and of full strength. A plaster made of grated, raw Irish potatoes is very helpful in sprains and sores. Doing a sprain in a plaster of clay and vinegar is a good old-fashioned rule.

## Traveling Showroom Schedules

### MASSACHUSETTS

Fitchburg, - - - Jan. 6 to Jan. 18  
Lowell, - - - Jan. 20 to Feb. 1

### NEW HAMPSHIRE

Nashua, - - - Feb. 3 to Feb. 15

### INDIANA

Michigan City, - - Jan. 6 to Jan. 11  
Hammond, - - - Jan. 13 to Jan. 18

### ILLINOIS

Joliet, - - - Jan. 20 to Feb. 1  
Kankakee, - - - Feb. 3 to Feb. 10

**These Schedules are Subject to Change; Customers in the Cities Visited will be Notified of Locations of the Showrooms.**



# THE LARKIN IDEA

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Canada on receipt of the subscription price.

50 CENTS A YEAR

Short contributions are requested from  
patrons who have something to say that  
will interest others.

Published by *Larkin Co.*

ESTABLISHED, 1876.

FACTORY-TO-FAMILY  
SOAPMAKERS, PERFUMERS, CHEMISTS, REFINERS,  
IMPORTERS.

JOHN D. LARKIN, PRES. & TREAS.

D. D. MARTIN, SECRETARY.

Factories and General Offices, Buffalo, N. Y.

Branch for West-of-the-Mississippi patrons,  
Peoria, Ill.

## LOCAL BRANCHES:

237 W. 23d St., - - - New York City  
149 Massachusetts Ave., Cambridge, Boston  
2222, 2224 Arch Street, - Philadelphia  
820-824 Liberty Avenue, - - - Pittsburgh  
Cor. Prospect and E. 4th Sts., - Cleveland

JANUARY, 1908.

**T**O our vast host of friends and  
well-wishers Larkin Co.  
extend Greetings of the Season, and  
wish you all a New Year as happy as  
we trust it will be prosperous.

**W**ITH a session of Congress now  
holding forth and presumably  
another to follow early in the spring  
we believe the time auspicious for  
postal reform. Recent investiga-  
tions carried into the innermost work-  
ings of one giant trust after another  
have proved to the corporate heads  
that the voice of the nation is one  
that should be harkened to.

Public sentiment, voicing public  
need, has made a call for postal  
reform in the way of a Parcel Post,  
an item of government service in  
which we are prone to realize the  
United States as comparing unfavor-  
ably with other countries. Against

this change stand the imposing bul-  
warks of five great trusts, namely,  
the five great express companies. To  
them the passage of a bill providing  
for a general One-Cent, Two-Ounce  
Letter-Post means the reduction of  
their rates of transportation for the  
smaller packages. These packages  
would then go far more cheaply and  
quickly by mail than at the present  
express rates. But as would be seen,  
not so cheaply as to become unprof-  
itable.

Ranged with the express com-  
panies are the middlemen, for cheaper  
rates mean a gained advantage for  
the consumer in factory-to-family  
dealing.

Thus are the combined lobbies of  
express companies and middlemen  
fighting postal reform.

We elect our representatives to  
Congress. Should we not then have  
a voice in the representation given  
us? With that end in view we  
should instruct them to vote for a  
general One-Cent, Two-Ounce  
Letter-Post, as well as for a Local,  
Rural One-Cent-A-Pound Letter-  
Post. United action brought to bear  
in each Congressional District would  
soon bring about the desired result.  
Let everyone do their best. Success  
is bound to come.

**T**HE constant addition of staple  
commodities to the Larkin  
order-blank has now made the list so  
extensive that many customers find it  
undesirable to limit the selection of  
Products to only \$10.00 when only a  
Premium which is given free with a  
\$10.00 purchase is desired.

This difficulty need not cause the  
least hesitation, for any desired  
addition to the purchase required for  
the Premium chosen may be made to  
the order for Products at one-half  
list-prices.



**W**ILL you permit us to express the wish that sometime during the coming year you may find it possible to pay us a visit? No doubt you have long since realized the advantages to be gained through the Larkin Idea, "Save All Cost Which Adds No Value," but we want you to come and see how it is carried out; how we are able to meet the continuous demand for Larkin Products and Premiums, under what conditions we manufacture them, how we provide for our employees, in fact, we wish you to see how we do everything. The doors are wide open and there are willing guides to escort you over it all. Hundreds visit us daily; and we hope that you may be one of those who contemplate paying us the honor of a visit in the near future. You are assured of a hearty welcome.

### When Receiving New Furniture.

**R**EMEMBER that atmospheric changes and conditions encountered by furniture while in transit and, often, in the home cause new wood to swell, so that drawers and doors bind and stick.

In winter the dry heat of the house will generally prove a sufficient remedy within a few weeks and it is better to avoid dressing down the wood, because it is designed to fit perfectly when dry. In the humidity of the summer, however, if the months when the house shall be again heated seem too distant to wait for a natural shrinkage, anyone with a good plane may with intelligent care dress the parts that bind just enough to make action free. But never use the plane on drawers until, first, you have withdrawn them from the case,

inverted them and examined lower-edge of front, also the tops of stationary rails between drawers, for possible excess of varnish which should be scraped off with knife or glass. Before planing a door-edge apply a screwdriver to the hinge-screws to make sure that they were driven quite in so that hinges entirely close; examine all four edges of door, particularly the hinged-edge for excess-varnish. Often, lubrication of the bearing-points with Sweet Home Soap is all that is required.

*Every* new piece of furniture should be given a liberal application of Larkin Furniture Polish to remove any chafing, scratches and the dust of travel.

Drawer-pulls, casters and all trimmings, if any, will be found, packaged, in a drawer, if any. Key will be found attached to outside of case.

To open a drawer that sticks. Place against the corner-post of case at end of drawer, a small block of wood over a heavy pad of paper. Strike block a sharp blow with a hammer. Repeat this at each end alternately until drawer will open.

### Products which Freeze.

**O**RDERS for Witch Hazel and Writing Ink to be shipped in January, February and March are at purchasers' risk of loss by freezing while in transit.

**M**R S Ella Sutton, Portsmouth, Va., writes: "I have been dealing with you for a long time. I have organized 17 clubs and will soon organize my 18th. Everybody here is pleased with the Soaps and Premiums and I have no trouble to get up a club. I was the first one in this community that organized a club."



# THE LARKIN CLUB-OF-TEN

THE month after Christmas brings more leisure to devote to one's friends and to one's Larkin Clubs. In the cold winter nothing is more welcome after the walk to the meeting than a cup of Larkin tea. Then comes the meeting with its pleasant chat, attendant upon the distribution of the month's supply of Larkin products, and the admiration of the Premiums received. In the afternoon a cup of tea made from Larkin Ceylon

long enough to melt the butter and sugar. Serve very hot.

If you wish to entertain your Club-of-Ten or your new Ten-Twenty Club in the evening, January is an ideal time for a chafing-dish party. Do not make the table too elaborate, but set it very simply with just the china, silver, and materials needed for the cooking of the chosen dish. Creamed oysters, creamed chicken, or creamed cheese, Welsh rarebit, or a lobster-



SUGGESTION FOR A CHAFING-DISH TABLE.

seems most delicious. This blend is a little heavier than the other blends, requiring about half the amount per cup, and if served with lemon and sugar proves especially delectable. One of the Old-Willow Ware Tea-Sets is well fitted for afternoon service. With this may be served thin slices of bread toasted in the oven, instead of before the open fire, buttered and sprinkled with sugar and Larkin Cinnamon, then returned to the oven

Newburg are all suitable to serve with toast, olives, small pickles, and Larkin Coffee.

*Good Things to Eat and How to Prepare Them*, mailed on receipt of ten cents, will give you the recipes for the cream sauce to be used with either oysters, chicken, or cheese, as well as the recipe for the rarebit and lobster-Newburg.

A chafing-dish party is never complete unless the hostess tells an



anecdote or story as she cooks. If during the summer you were one of the many thousand Club-of-Ten members to visit our factories, this will be an ideal time to tell of your trip, beginning with the showroom and its complete display of Products and Premiums, through the factories where the different manufacturing processes were shown, the big soap-kettles, the roasting of the coffee, the making, bottling, and wrapping of the perfumes and pharmaceutical preparations, and then the new office. You were surprised to see so many busy people housed under one roof, attending to our customers wants and wishes. The members will be as interested in your description as you were in taking the trip.

Although there is the new Ten-Twenty Club to occupy the attention of those who desire to increase their monthly lists, it should not be forgotten that the Intermittent Club is especially convenient for those who desire to order less often.

An Intermittent Club consists of at least ten members, and may have

many more. The members give orders to the Club Secretary whenever they like for Larkin Products to



MRS. J. GRUNDHOEFER'S CLUB-OF-TEN,  
ST. PAUL, MINN.

the amount of \$2.00 worth at list-prices. When the Secretary has five such orders in hand aggregating a \$10.00 list, a \$10.00 order will be sent to us, with \$10.00 and a request for five separate Due-bills, each of the value of one Certificate. The Secretary will distribute the Products, giving a Due-bill to each subscriber.

When a member of an Intermittent Club has obtained five Due-bills for five separate purchases of \$2.00 each, they can be exchanged for any five-certificate Larkin Premium.

The benefit to the organizer per \$10.00 order and the value to the Club-member for the amount paid are the same as in a regular Club-of-Ten.

Let us not forget that the Club-of-Ten, Ten-Twenty Club, or Intermittent Club may all be organized strictly on a Product basis, i. e. Products substituted for the Premium. In this way the Secretary would order \$20.00 worth of Products for \$10.00 when conducting a Club-of-Ten or Intermittent Club, and \$40.00 worth for \$20.00 when conducting a Ten-Twenty Club.



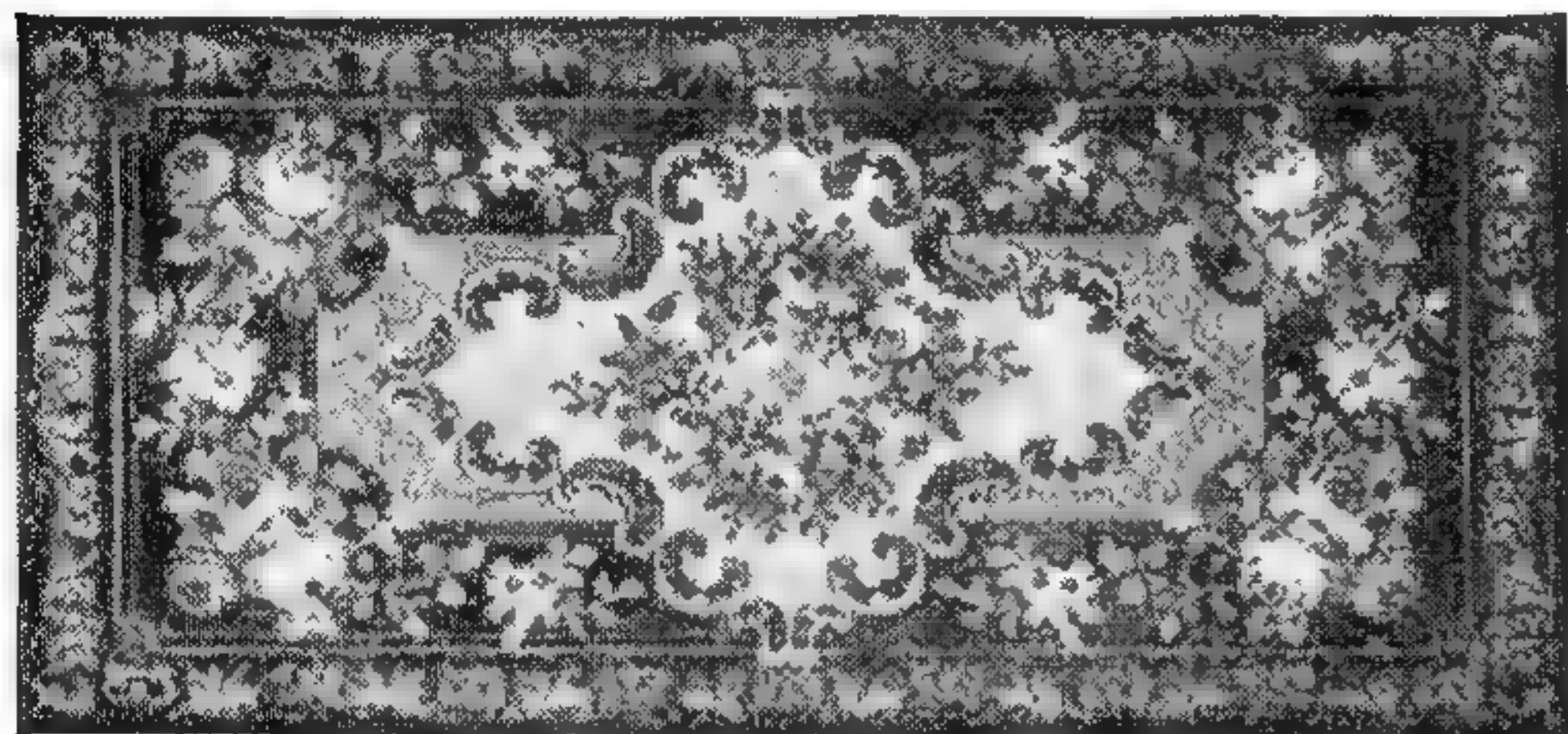
MRS. THOMAS TAYLOR'S CLUB-OF-TEN, CANTON, OHIO.



# The Best of Art and Quality

THESE FINE FLOOR-COVERINGS ARE GIVEN WITH

Larkin Rugs combine superior wearing-qualities, artistic design, and are made by Alexander Smith & Sons, W. & J. Sloane, John Bromley & Sons, and the Larkin Corporation: all recognized and famous Rug-makers. Their goods are available everywhere at just about the same price as Larkin Products with which



Axminster No. 300-L

## Axminster Rug, Design No. 300-L.

Size, 27 x 60 in. Given for two Certificates.

Size, 36 x 72 in. Given for four Certificates.

Made of finest-texture wool yarn, which gives a silk-like appearance. A wreath of pink roses in center of old-ivory medallion. Clusters of red roses in corners are connected with trailing vine. Border of brown, red and tan.

## Hodges Hofi Fiber Rug, Design No. 2005.

Size, 9 x 12 ft. Given with \$10.00 worth of Larkin Products, or for five Certificates.

Hofi fibre is a fine-twined, pliable, unbreakable matting. It is woven of a tough paper fiber; is soft, warm, reversible and sanitary. Green and tan.



Hofi Fiber

## Savon Rug.

Size, 9 x 12 ft. Given with \$10.00 worth of Larkin Products for \$15.00, or for ten Certificates.

Combines the attractive features of a Brussels Rug with a moderate price. Oriental design, perfectly reversible. Filling-yarns, composing seven-eighths of the body of the Rug, are of wool unmixed with shoddy.

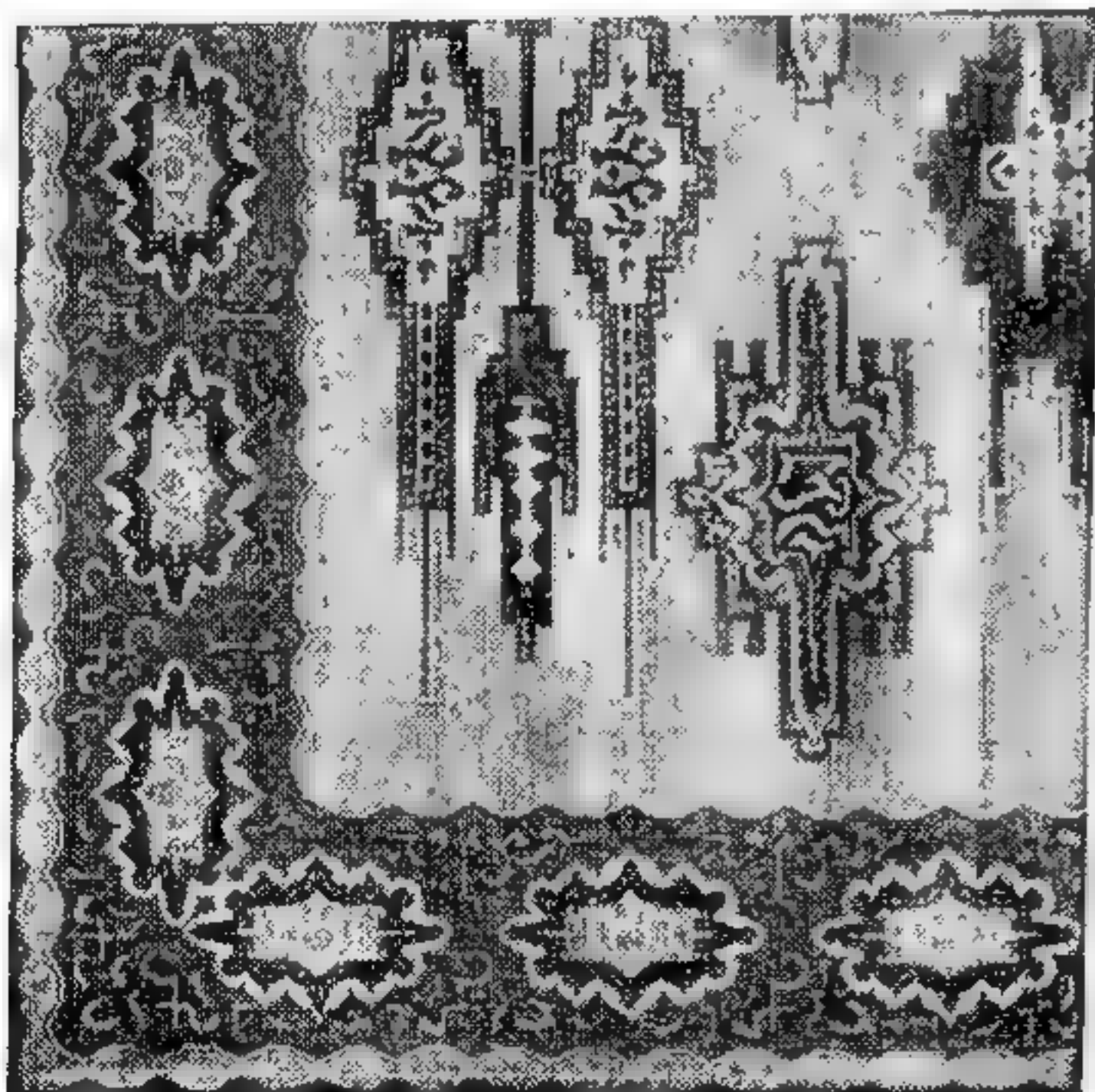
One design; offered in the following colors:

No. 51 S. Imperial-Green and Red.

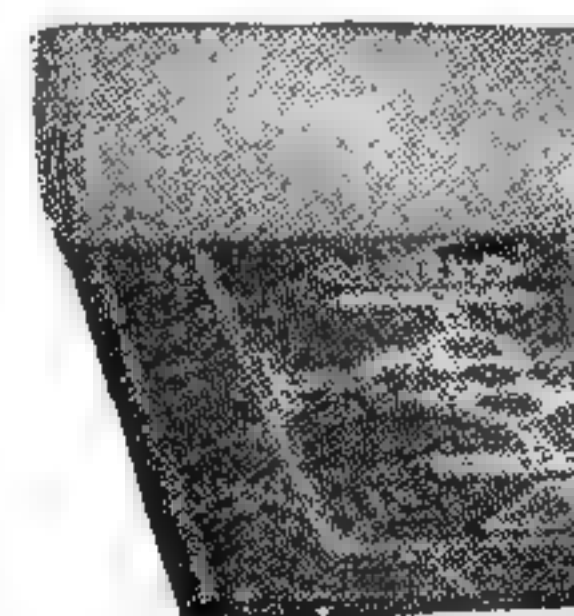
No. 54 S. Olive and Gold.

No. 50 S. Two-toned Green and Red.

No. 55 S. Olive, Tan, Ivory and Red.



Savon



Axminster  
Hall-Rug

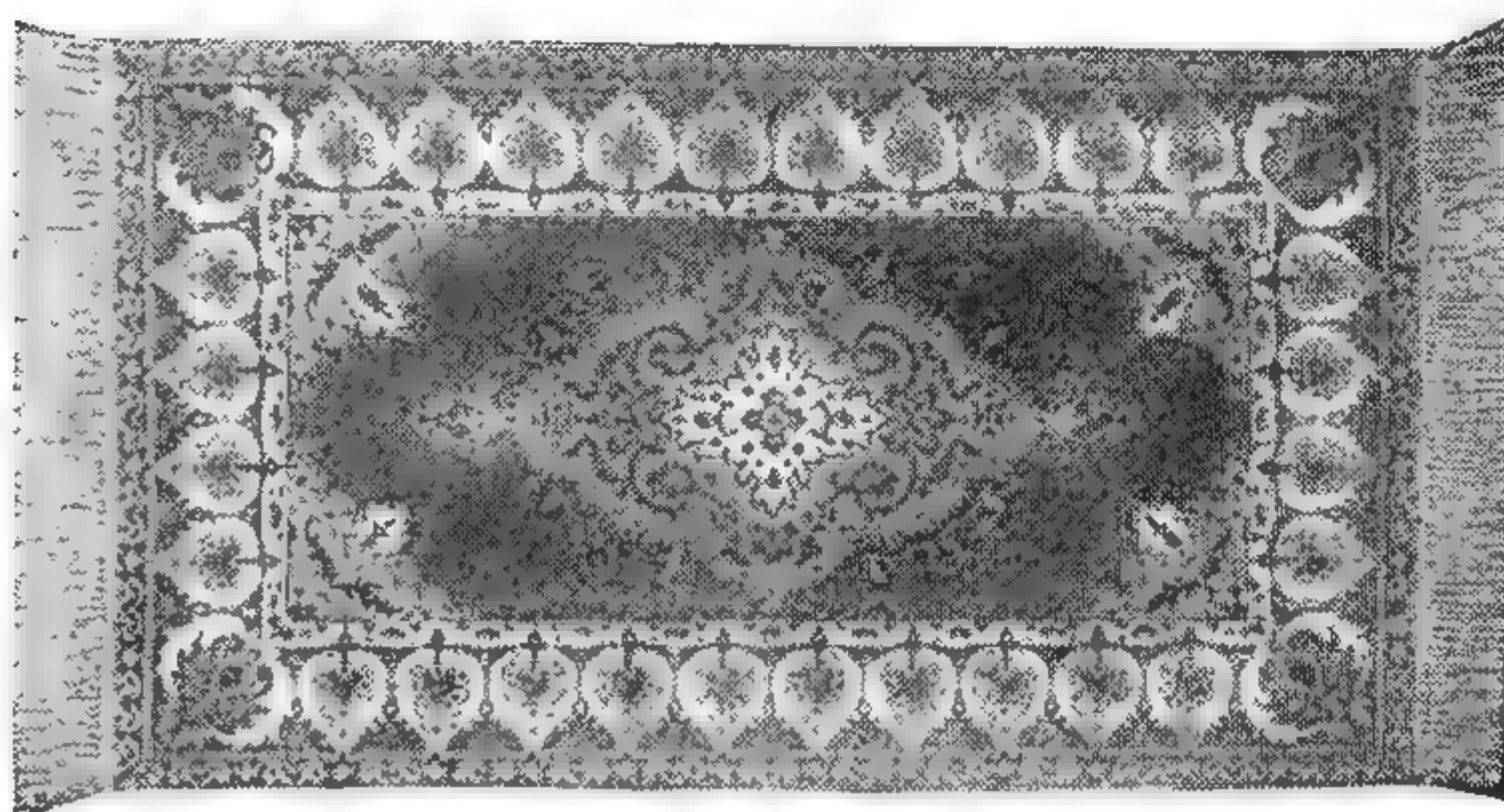


# y Combined in Larkin Rugs

WITH PURCHASES OF THE LARKIN PRODUCTS

ns, harmonious color-effects, and are the high-grade productions of Burtworth Carpet Co., Hodges Fiber Carpet Co., Hartford Carpet leaders among American are sold in the best stores e prices we charge for the you obtain the Rugs free.

, ILLUSTRATING RUGS  
ORS, MAKES SELEC-  
WILL BE MAILED,  
VEST.

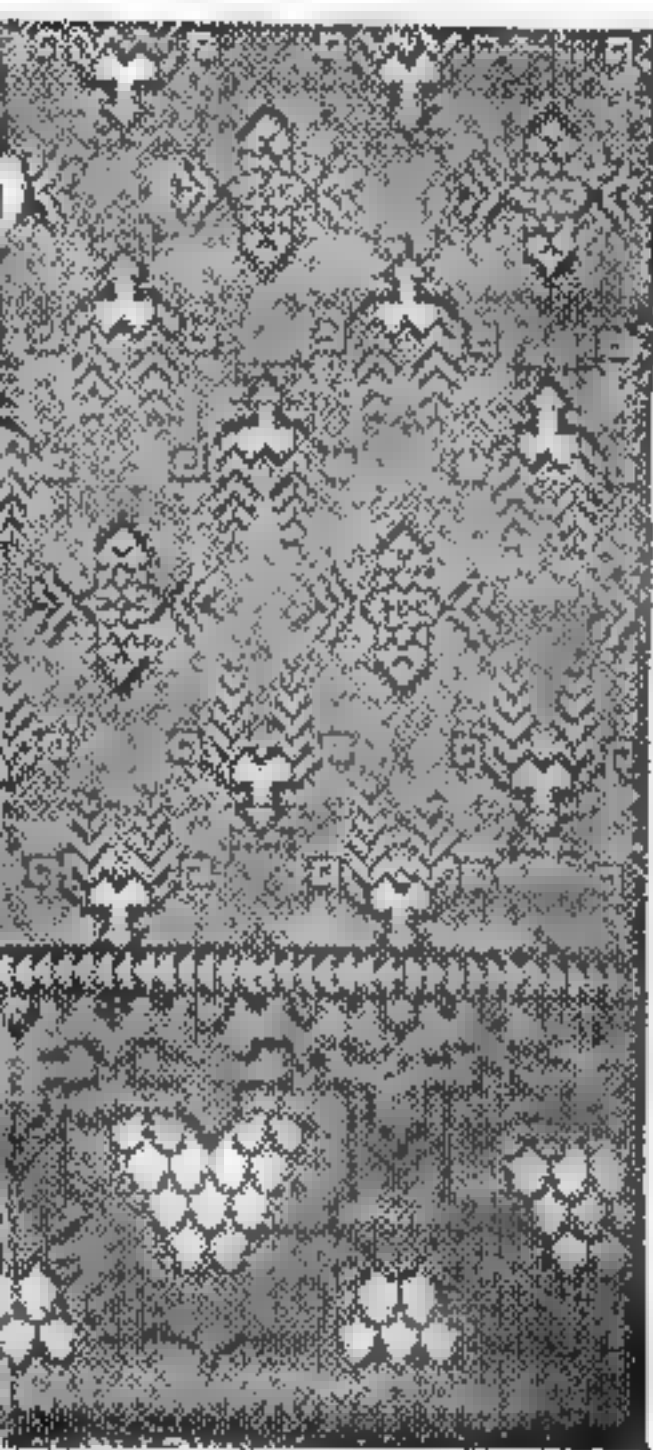


Burtworth Wilton No. 134-C

## Burtworth Wilton Rug, Design No. 134-C.

Size, 36 x 63 in. One given with \$10.00 worth of Larkin Products, or for five Certificates.

This is the finest rug-fabric we have ever offered. Made of pure worsted, the colors being exceptionally lustrous. With ordinary usage this Rug will last fifty years. Green ground with center medallion worked up in rich reds and ecru. Border of intricate Indian design in red, green and old ivory.



No. 2005

Size, 8¼ x 10½ ft. Given with \$10.00 worth of Larkin Products for \$25.00, or for twenty Certificates.

Center is Imperial-green, with small red rosebuds. Scroll-border of pink roses on tan ground.

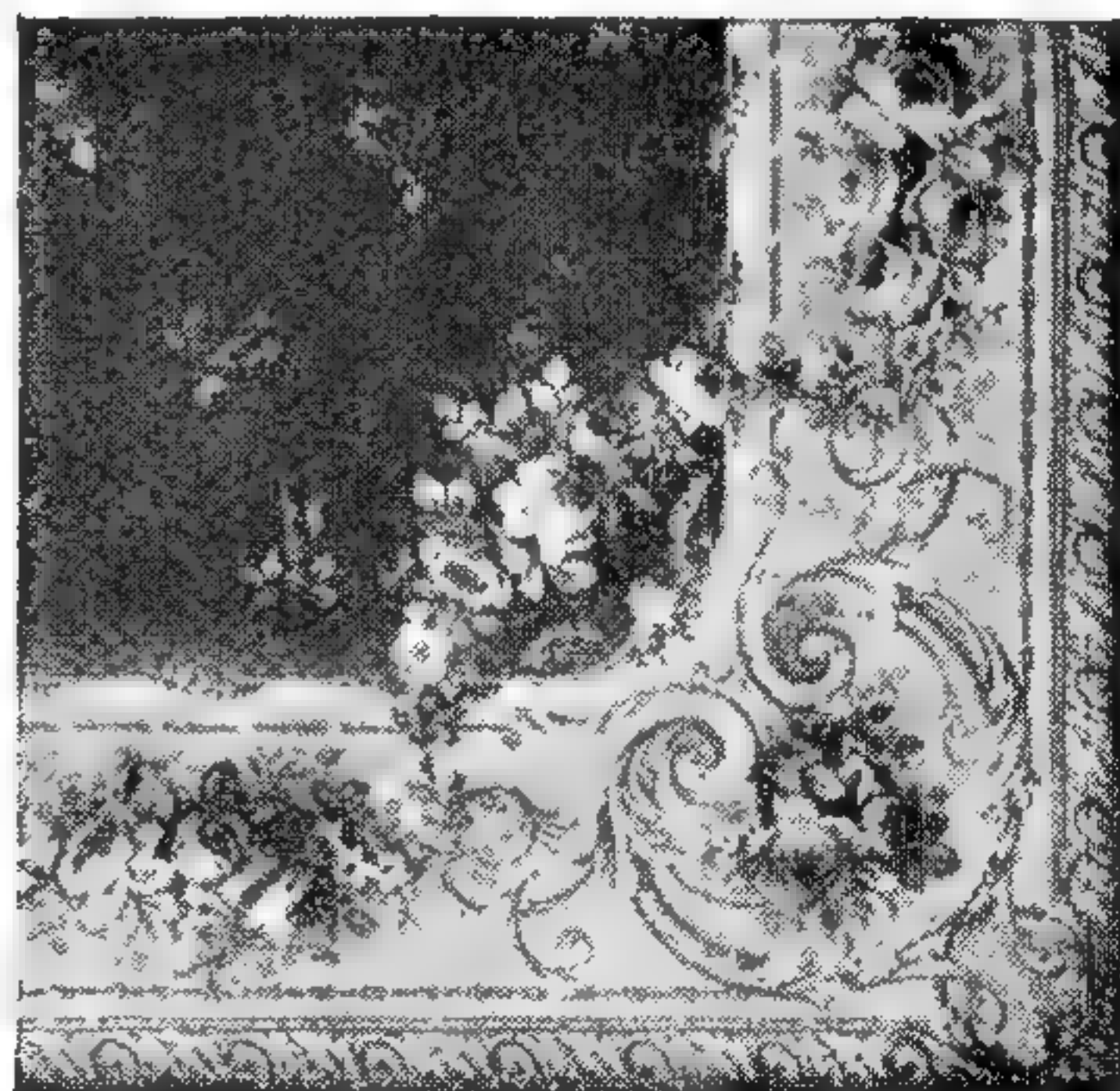
## Axminster Rug, Design No. 2839-D.

Size, 9 x 12 ft. Given with \$10.00 worth of Larkin Products for \$27.00, or for twenty-two Certificates.

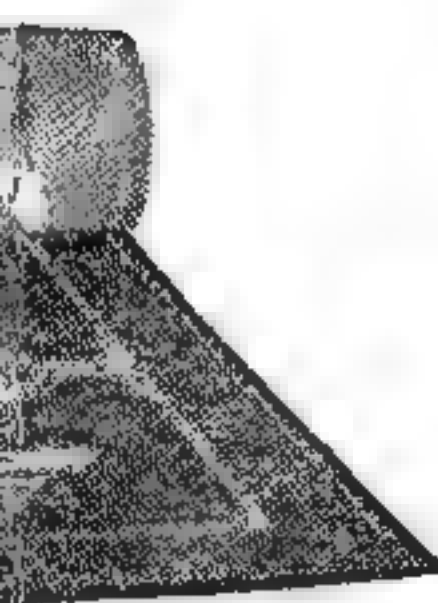
## Axminster Hall-Runner.

Size, 27 in. x 12 ft. Given with \$10.00 worth of Larkin Products, or for five Certificates.

A very handsome hall-rug, Oriental design, No. 5362, made up of small medallions, in alternating colors of ecru, Nile-green and dark blue on a field of dark red.



Axminster No. 2839-D



ster  
runner



## THE LARKIN GIRLS' COZY CORNER

**A** HAPPY New Year to all the Larkin girls everywhere. Now, let us celebrate the first birthday of the Girls' Ten-Twenty Product Club.

This is the plan. Ten girls form the club. Each girl orders \$4.00 worth of Larkin Products for which she pays \$2.00. A secretary should be appointed of course, to take care of the money and send us the orders. Each order will include \$40.00 worth of Larkin Products, and if cash is sent with order, an extra \$2.00 worth may be added as a cash-present.

When the Products are received, each girl will dispose of her \$4.00 share of Products and will in this way make a profit of \$2.00, for she will realize \$4.00 from the sale of Products for which she paid only \$2.00. Then if cash orders are sent, the

cash-present may be divided among the ten members each month, or the girls may take turns keeping this extra \$2.00 worth.

Should you desire to earn Premiums instead of the cash, each girl may pay her \$2.00 monthly, receive \$2.00 worth of Products to distribute, and one five-Certificate Premium every five months. This means that the secretary will order \$20.00 worth of Products and two five-Certificate Premiums every month.

There are three good

points about this Ten-Twenty Club. One is that it promotes sociability among you girls. Think what good times ten of you may have out of such a Club! Then it will help you to gain some idea of business methods. And, what will be most important of all to you, it will enable you to earn something for yourselves.



"OLDEN TIMES"

First Prize Genre Photo, November Contest.  
Taken by Mrs. A. Johnson, Ashmont, Mass.





"SHADED WATERS"

Second Prize Landscape Photo, November Contest.

Taken by Geo. C. Marks, New Haven, Ct.

I think it was suggested by one of the girls that she hadn't the time to dispose of a whole ten-dollar order at one time and so had a share in several of her sisters' clubs, selling her share of the Products and earning Premiums in this way. At any rate the plan is a good one and before long I expect to hear that many such clubs have been formed, and then you may write and tell me all about the fun you have.

Next month we will talk about this again. Meanwhile I want to answer publicly two letters sent to the Cozy Corner lately. Here is a part of one of them: "I have a plan for the Larkin girls. Could you not arrange it in some way so that we could exchange post-cards with each other through the Cozy Corner?" I am sorry we cannot adopt this plan. It would be splendid if there were someone to do the work. At present the department is not able to take care of it. All Maid o' the Mist can

promise to do is to answer personally the letters you address to her and to pass on through the Cozy Corner any suggestion that may be made which will be of help to the Cozy Corner girls.

The other letter follows: "In reading a friend's LARKIN IDEA I saw in the Cozy Corner page that I can send my name and you will send me THE LARKIN IDEA for one year. I am interested in that LARKIN IDEA and would like to join the Cozy Corner. What do you do when you are a member? Please send my book right away." THE LARKIN IDEA has been mailed, and will be mailed, to any girl who writes and asks for it. All a girl needs to do to join the Cozy Corner is to address a letter to this department asking that her name be enrolled. After that Maid o' the Mist expects to hear from the members from time to time, especially if any girl has a plan which she thinks will interest the others.



In almost every letter received lately I find some mention made of the pleasure derived from reading the letters of other girls, so you see it does pay to drop me a line once in a while. Here is an interesting letter. "I have become much interested in the Cozy Corner and would like to know what some of the girls are going to do this winter. I am a country girl sixteen years old, find lots of fun on a farm and can milk cows, feed calves and chickens, and enjoy it. I wonder what city girls do in their spare time? I like to cook and bake, too. I wonder if any of the girls like flowers. I have been trying to have some plants for winter and planted some nasturtiums in flower-pots and they are doing finely." It is hoped some city girl will answer this and tell us how she occupies her spare moments in an equally wholesome way.

This letter isn't so long but it tells a story too: "I would like the Cozy Corner girls to see my lovely Tapestry Brussels Rug. It is so much prettier than the picture that they would be wild over it."

"I live on the largest farm in

\_\_\_\_\_, consisting of about 300 acres. Mother has a lot of work to do and I help her all I can. I have sold four Larkin orders and expect to get many more because we like the Products and Premiums."

"At present my sister and brother are helping me sell Products to earn mother's Christmas present. Please

send me a new Premium List and also be sure to send us THE LARKIN IDEA next year. I am a member of the Cozy Corner and like to keep in touch with the Larkin girls by mail."

You must be sure and write me about your success with the new Ten-Twenty Product Club. I am very anxious to hear of the pleasant times you will have.



"THE ARCH BRIDGE"

First Prize Landscape Photo, November Contest.  
Taken by Wm. H. Meck, Phila., Penn.

## The Prize Photograph Contest.

In the November contest which closed November 15th, the following prizes were awarded:

Genre Subjects, First Prize, \$2.00,  
Mrs. A. Johnson, Ashmont, Mass.

Genre Subjects, Second Prize, \$1.00,  
Mrs. A. Johnson, Ashmont, Mass.

Landscapes, First Prize, \$2.00,  
Wm. H. Meck, Phila., Penn.

Landscapes, Second Prize, \$1.00,  
Geo. C. Marks, New Haven, Ct.



## Yeast and Bread-Making.

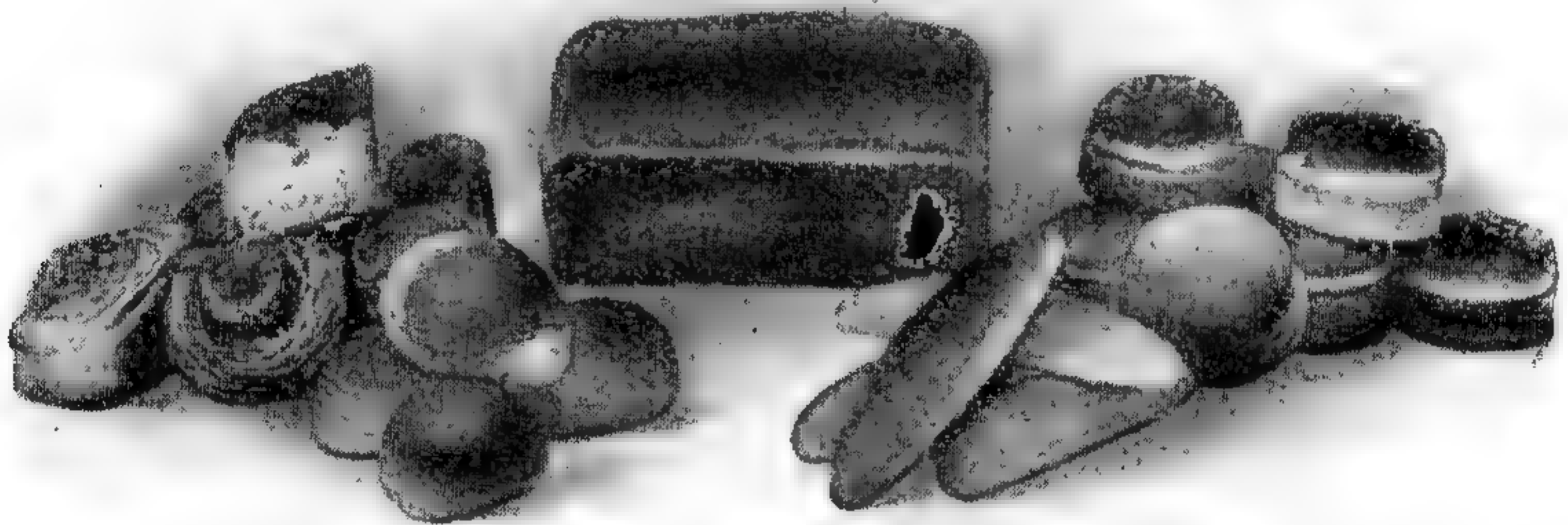
**E**VERYWHERE botanists and horticulturists are working to advance plant-growth. The common plant-forms we readily recognize, and we recall, for example, the development in the cultivation of the chrysanthemum from the hardy perennial of the garden to the huge blossoms of the greenhouse, one of which often represents the energy of the whole plant.

There are other plant-forms known only to scientists which are invisible to the naked eye, whose cultivation is observed with the same care by scientists, as those flowers enjoyed by us are watched by the gardener.

own yeast-room, a plant-house of a very different kind, yet where the same care is exercised to obtain correct conditions for the scientific growth of the yeast used in Larkin Dry Yeast.

No plant can grow without good soil, the proper amount of moisture and heat, and the adjustment of light. All these things contribute to make the proper condition for the growth of the yeast-plant; these are the things which have been modified by experience, until a perfect yeast-cake is the result.

As the weeds are taken from the greenhouse, so are the weeds—the



One of these is the plant grown in yeast-culture.

Yesterday, we saw an immense bed of lettuce ready for the winter market. Asking the gardener about it, he said, "It is the best we've ever grown. The soil is just right, just rich enough, just dry enough; the humidity and the temperature have been of the correct degree, and there has been a goodly amount of sunshine." To be sure, this bed was in a modern greenhouse fitted with modern appliances, which were improved day by day as experience taught the need.

This growth brought to mind our

wild yeast-plants—taken from the yeast-culture. It is our privilege to give to our customers the best results of our yeast-maker's long experience, and now the acme of development has been reached.

Some of the severest tests for yeast used in breadmaking have recently been made and give proof of the highest excellence of Larkin Dry Yeast. It may be used in sufficiently large quantity to force the growth of the yeast-plant as quickly as in the use of liquid or moist yeasts. This is the standard for yeasts. To grow quickly, giving a sweet, nutty, porous loaf of bread.



## THE NEW Ten-Twenty Club

**A POPULAR WAY TO OBTAIN MORE PRODUCTS AND PREMIUMS AND SAVE MONEY**

The ever-growing list of Larkin Products, now comprising over 165 home-needs, offers the housewife a variety to choose from that should make it very easy to increase her monthly list of Larkin Products. This may be done through the new Club-of-Ten without added detail. Each club member pays \$2.00 monthly and receives \$2.00 worth of Larkin Products, making \$20.00 worth during one club-term. In addition, each member receives two five-Certificate Premiums at a retail valuation of \$20.00, a total value of \$40.00, for \$20.00 cash.

### To Club Secretaries.

In the new Ten-Twenty Club the Secretary receives two Certificates for every order sent in, a total retail-value of \$40.00 during every club-term. This value, added to the \$40.00 value received as member of the Club, means \$80.00 retail-value for \$20.00 cash and your services as Secretary.

Send for Club-of-Ten Information Package, containing booklets to give to your friends and neighbors—an easy and effective way to interest them in the Ten-Twenty Club.

**Larkin Co.** Buffalo, N. Y.

One of the tests was made by using two cakes of yeast for three one-pound loaves of bread. The sponge was made (without potatoes) at seven o'clock, at about eleven the dough was mixed, and by nine-thirty in the morning the finished bread was out of the oven, without a trace of the bitter yeasty taste which results when too much of an inferior yeast is used. There is no need to have the process of breadmaking extend over so long a period of time when seven cakes of Larkin Dry Yeast are procurable for five cents.

The yeast-culture is evenly mixed with a good quality of corn-meal in Larkin Dry Yeast, dried in such a way that the plant begins to grow at once when moistened in warm water and added to wheat or other flour at a temperature of from 65° to 90° Fahrenheit. The difference in the degree of heat means the difference in rapidity of growth, and hence texture of bread when finished.

The plant begins to grow at the expense of the starch in flour, the fermentation changing the starch into sugar, and the sugar into carbonic-acid gas and alcohol. The plant is killed by boiling water, its growth arrested by freezing. Cooked starch in the form of potato aids the more rapid initial growth in the sponge or dough.

The carbonic-acid gas formed causes the dough to rise, the gluten in the flour being elastic, and when the fermentation has been carried on long enough or the dough is sufficiently light in the last rising, it is baked. This baking checks the fermentation, the starch being converted by oven-heat. The amount of heat required for loaves weighing one pound is 300° F. for the first ten minutes, and 250° for the remaining fifty minutes.



## What Causes High Prices and How Anyone May Get Around Them.

Each trip to the store for our daily needs reminds us very forcibly that prices are high—sky-high. Everybody has a different explanation for the present conditions, but who offers to dissolve the high into fair prices? We want \$1.00 worth of value for \$1.00 and don't want to pay \$2.00 for it. That is what you are probably doing.

The price of a product is made, first in the manufacture, secondly in the cost of transferring it from the manufacturer to the consumer.

Value is added to any manufactured product only in the very making of it. If the manufacturer sells it to a jobber, and the jobber passes it on to the wholesaler, who sells it to the retailer, and he is going to ask you double the price the jobber paid the manufacturer for it, there is a cost added to that product and no value.

It is clear to any fair mind that if we could buy the manufactured products of daily use direct from the manufacturer at the same price at which he sells to the jobber we could buy \$2.00 worth of retail-value for \$1.00.

Can you do it? You can. You can save \$10.00 every few weeks just by such dealing. The Larkin Co., manufacturers, will sell you \$20.00 worth of Larkin products, or \$10.00 worth of Larkin products and a \$10.00 premium, both for \$10.00.

"They can't do it," you say. Over three million families believe they can, and you can prove it yourself without cost or inconvenience. "Pay in thirty days or return if not satisfied" is the Larkin way of convincing hundreds every day.—*Cambridge, (Mass.) Chronicle.*

## No Money Needed In Advance --- Pay After 30 Days' Trial

We allow you thirty days in which to satisfy yourself that Larkin Products and Premiums are exactly as represented. At the end of that time you pay if satisfied; if not, notify us and we will remove goods, charging nothing for a reasonable amount of Products used in trial.

With \$10.00 worth of Larkin Products, of your selection, you also receive your choice of any Premium that we give with a \$10.00 order.

## Latest Premium List On Request

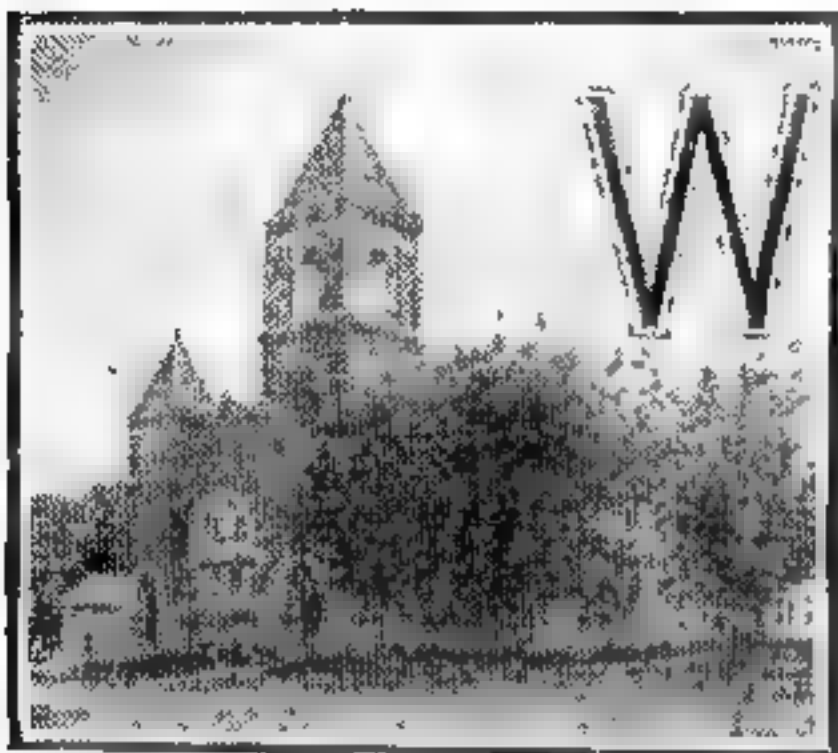
Our latest Premium List will be mailed to you postpaid, on receipt of your request with name and address. It contains over twelve hundred offers of valuable Premiums given free with the Larkin Products. Nearly everything most homes require.

**Larkin Co.**

BUFFALO, N. Y.



# LARKIN CHURCH-AID PLAN



WE invite correspondence from Church Societies, pastors and individual workers, desirous of raising funds for church purposes. We also appreciate letters from those whose adaptation of the Larkin Church-Aid plan might be of assistance to others. The following letter is self-explanatory:

4815 Holmes St., Kansas City, Mo.

Larkin Co., Buffalo, N. Y.

Dear Sirs: The enclosed jingle was read at the Mission Circle of the First Universalist Church with the idea of awakening a keener interest in the Larkin Church-Aid Plan. The result was good, several orders being handed in that afternoon,—and I am reasonably sure of enough regular patrons to enable me to send an order each month. I am enthusiastic over the Larkin Church-Aid Plan and am willing to do anything to help the cause.

Very truly,

Mrs. A. L. Barnes.

## An Ode To Larkin.

At last the problem has been solved,  
Sing Heigh! to Larkin.  
To pay our debts we have resolved,  
Sing Heigh! sing Ho! to Larkin.  
No dinners nor bazaars we need  
To liquidate church debts with speed,  
For all we have to do—take heed,  
Is buy our goods of Larkin.

There's Sweet Home Soap and nice  
Ball Blue,  
Sing Heigh! to Larkin.  
And Starch that makes the clothes  
look new,  
Sing Heigh! sing Ho! to Larkin.  
Your laundry then these things must  
have  
For otherwise the maid will leave,  
So do not then yourselves deceive,  
But order now from Larkin.

For scrubbing, scouring, cleansing  
things,  
Just look to Larkin.  
The dirt will fly as if on wings,  
All thanks and praise to Larkin;  
For Honor Bright and Boraxine  
And Scouring Powder will, I ween,  
Beat anything you've ever seen,—  
Will these same things from Larkin.

When wearied with the cares of day,  
Appeal to Larkin,  
They will that weariness allay:  
Sing joyous praise to Larkin!  
There are Toilet Soaps and Facial  
Creams  
That will eliminate the seams  
And furrows from the brow that  
beams

Beneficence of Larkin.

Indeed there's surely nothing lacking,  
In products Larkin;  
We know we always have good back-  
ing  
So we'll keep a talkin'  
'Bout Perfumes, matchless Coffees,  
Teas,  
And all the Pure Food Specialties,  
That particular people are bound to  
please:

So order now from Larkin.

So now the problem has been solved,  
Sing Heigh! to Larkin.  
To pay our debts we are resolved,  
Sing Heigh! sing Ho! to Larkin.  
Let's pass the word from man to man,  
Talk about "The Church-Aid Plan,"  
Pay all our debts,—cast off the ban,  
All Hail! we say, to Larkin.



The Larkin Church-Aid Plan is to evolve a continuous sale of Larkin Products on a Co-operative basis, by a Church-Aid Committee, Sunday-School or Society.

The Larkin Factory-to-Family price of \$20.00 worth of Larkin Products is \$10.00. Of every dollar's worth of Products sold by the committee, 50 cents—100% profit—goes to the Church. In addition, where cash accompanies a \$10.00 order for \$20.00 worth of Products, \$1.00 worth of Products as a present-for-cash and \$2.00 worth as a Certificate Premium may be included. (Or the sender of the order may have a Certificate if he prefers.) Thus, for \$10.00, the Committee receives \$23.00 worth of Larkin Products, the sale of which nets a profit of \$13.00.

Can any Church or Society ask for a more profitable investment?

Write to-day for application-blank No. 27, and a copy of our illustrated description-booklet, *The Best Way to Raise Funds*, giving complete information in regard to the Larkin Church-Aid Plan. Please address all inquiries to Larkin Co., Church-Aid Dept., Buffalo, N. Y.

MRS. Mary Hayes, N. Tonawanda, N. Y., writes: "The Larkin Booth and Products were received in plenty of time for the Fair, which was a great success. We made \$126.00 and think that was fine as this is only a small place. We decorated the Booth according to directions and it looked fine, and was much admired. This was its first introduction here, but am sure you will receive more orders for it if there are any more Fairs or Church Socials."

## SEND FOR A COPY LARKIN PRODUCT AND PREMIUM LIST

58th EDITION WILL BE READY ON JAN. 15, 1908.

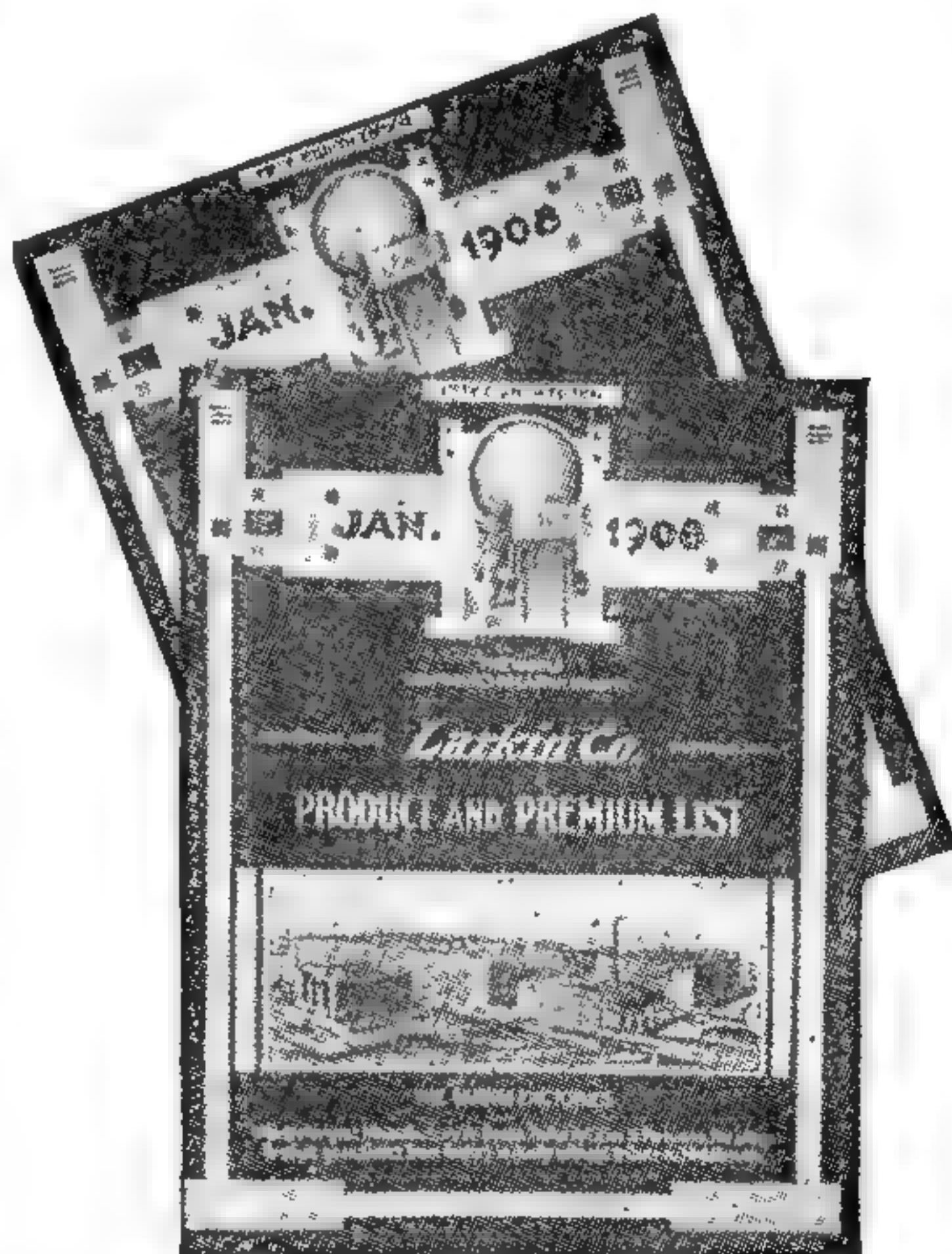
AFTER THAT DATE IT WILL BE MAILED ON REQUEST.

This catalogue fully describes over 1200 valuable Premiums and tells how you can save money by Factory-to-Family dealing and furnish your home without cost.

You can start a new era of domestic economy by purchasing your Soaps, Toilet Preparations and Food Specialties direct from the manufacturers, and obtain middlemen's profits in the form of Silverware, Furniture, Rugs, Furs, Crockery, Lamps, etc. without money in advance if you prefer.

Over three million regular, satisfied customers attest the genuine worth of Larkin Products and Premiums.

**Larkin Co.** Buffalo, N. Y.





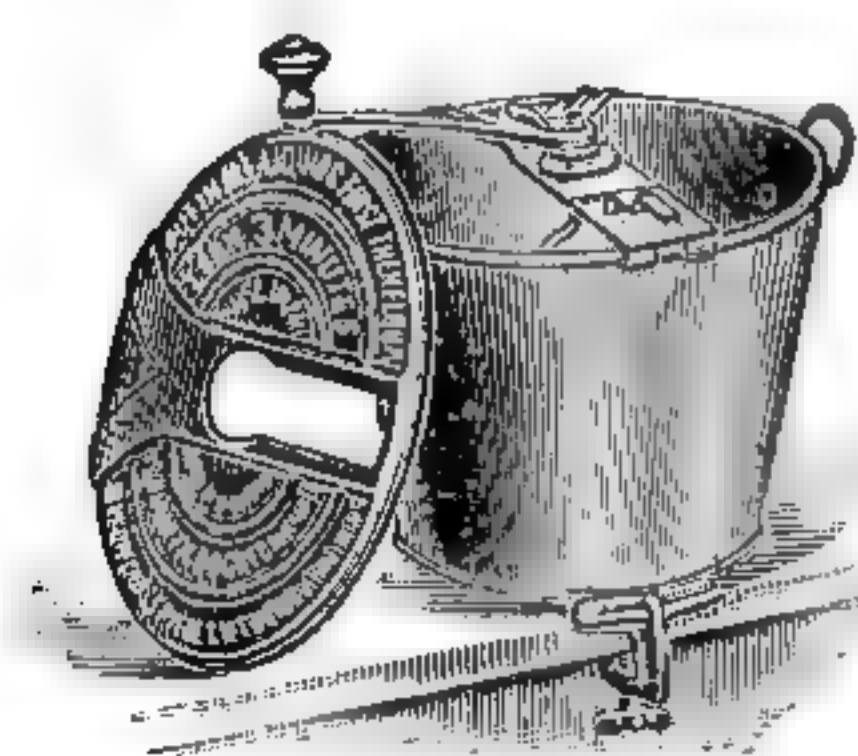
# THE LARKIN KITCHEN LABORATORY

**P**RESIDENT Loubet of France recently said at a convention of French cooks: "Continue to cook well, attend well to your sauces, devote thereto your best energies and talents, and the crowned heads and most illustrious princes, as well as the nabobs of the whole world, will continue to be attracted to France by its culinary charms." One reason France has such splendid results in cookery, is because of the care with which they provide and care for their kitchen utensils. After a careful selection of the necessary pots and pans they are polished after each using.

We are beginning to realize more and more that we must have the best utensils to obtain the best results, and the idea that anything will do for the kitchen is fast passing.

An advance in invention is the bread-maker. Until the moulding of the bread into loaves it is unnecessary to touch the dough with the hands. This means a great advance in the cleanliness of the bread-making process.

The Universal Bread-Maker is an extra-heavy all-tinned pail with a



spiral-mixer, by which the kneading is done in a scientific manner, combining the ingredients so evenly that more wholesome bread is produced than in the old way. The size ordinarily used in the family is large

enough to contain the dough for six loaves of bread. Universal Bread-Maker No. 42 is offered for two Certificates.

Besides the kitchen-cabinet made necessary by its convenience, there should be an ordinary kitchen table in every well-appointed kitchen. Table No. 42, given for only two certificates, is an exceptionally well-made table with heavy hardwood frame and legs and a Whitewood top 46 x 28 inches. It has a large drawer for knives, spoons, and other kitchen utensils.

When the weekly baking is being done, or an all-day fire is kept up for some other purpose, it is an excellent idea to further utilize the fire by having a dinner cooked in the Ideal Steam Cooker. The preparation of food in this manner means no thought beyond the original preparation except to keep the water supplied, an automatic whistle giving alarm before the water becomes too low. The cooker has three food-compartments with removable floors. Inside-of-cover has a ring for suspending a fowl or ham, and there are two receptacles; a pail with handle and a pan. The Cooker No. 12 is given for two Certificates.



For Sunday-night suppers use Larkin Pork and Beans. There is no time in the week when one wishes more to have on-hand something



easy to prepare, and what could be easier than to reheat a can of pork and beans?

Larkin Ceylon Tea is from the tea-plant grown in Ceylon, as the name indicates. In the rich soil and warm moist atmosphere of the island, the plant develops unusually full, rich, flavor-properties. In Larkin Ceylon Tea there are only the small golden-tipped leaves from the finest bushes. It has double the strength grown in other districts, and this should be remembered in its brewing. One-half teaspoon of tea is sufficient for a cup of ordinary strength.

Larkin Paste Metal Polish should be applied evenly with a small cloth

or sponge to the tarnished surface of the brass, copper, or nickel. Rub briskly with a clean soft cloth

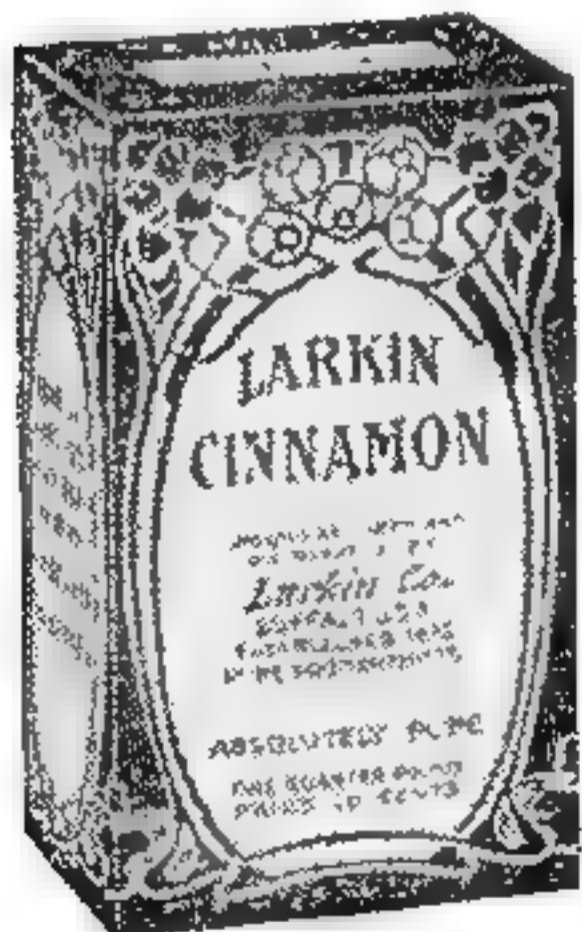
until the desired luster is obtained.

Many old-fashioned materials are better than the new-fangled ones.

This is true of Larkin Cinnamon. The flavor and purity of this spice is like the spice of olden times, before all manner of impurities were ground up with a small portion of cinnamon to make the article

cheaper and the sale-price lower. We have found that Larkin customers are glad to get cinnamon whose purity and strength are vouched for, and are apparent in its use.

Shelf Paper for the China-closet and the pantry. How much it will add to the appearance of the shelves to have white paper of good design



## LARKIN PORK AND BEANS

WITH TOMATO SAUCE



Be prepared for the unexpected guest with Larkin Pork and Beans—Ready to serve—Hot or cold.

This toothsome food is prepared from selected, hand-picked, Michigan beans and tender, juicy pork. To the rich food-value of this palatable combination is added the delicious, spicy flavor of a sauce prepared from Indiana-grown tomatoes.

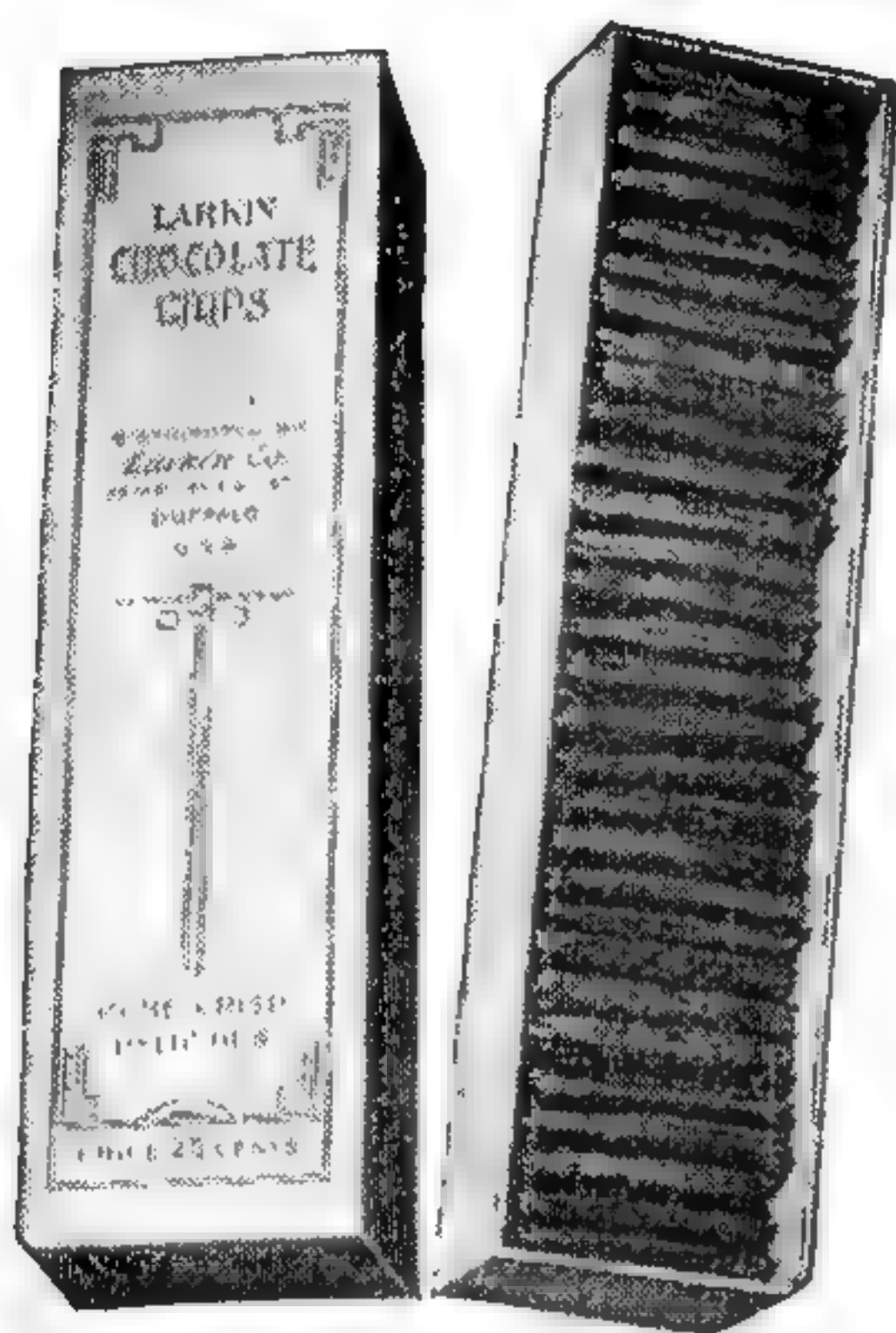
Larkin Pork and Beans are baked in our own special plant; assurance that they are altogether clean and wholesome.

**Per Can, 18 Cents.**

U. S. Serial No. 3315 on label.



# Larkin Chocolate Chips



A CONFECTION in chocolate at once dainty, delicious and delectable.

A rich coating of chocolate over a center of crisp, blown molasses candy.

A toothsome morsel for the holiday season.

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Per one-half pound,  
25 cents.

and quality rather than the home-made newspaper coverings. This new offer is fully explained on the third cover-page.

The new Larkin Varnish Brush may find another use in the kitchen besides the use originally intended for it. It may be used to grease all tins requiring greasing instead of a regular pastry brush.

Often-times some valued dish has become broken in such a way that a good cement would quickly repair the breakage. If you have not already added Larkin China and Glass Cement to your list, do it on your next order. It is very easy to use if you follow the given directions.



Thoroughly clean the edges of the broken article, then apply a thin coat of cement and press firmly and evenly together. When possible place weight on the article, or bind with twine. If broken in several places, mend each place separately, allowing time for one to set, before proceeding to the next.

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MRS. Robert Delworth, St. Johnsbury, Vt., writes: "I want to say a good word for your White Woolen Soap. I find it a very superior soap to wash with. I cut it and melt in my washing-water, and find that it makes a very fine washing-fluid. I use a washing-machine, do not boil my clothes, and they come out white and clean by using White Woolen Soap and a little Boraxine."

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WHEN you change your address, please notify us in a separate letter addressed to the Editor, THE LARKIN IDEA. This will assure your receiving each number promptly.

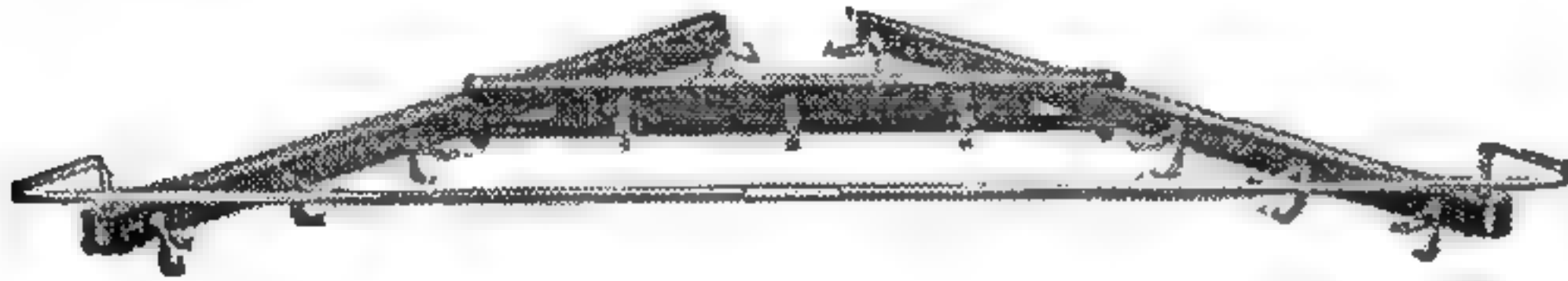


## Premium News.

### Corner Wardrobe-Rack No. 51.

Given for one Certificate.

A useful article in any room where



additional closet-space is desired; can be put up or taken down in a few minutes without the use of nails or screws; holds itself in position automatically.

Made of Solid-Oak with Golden-Oak finish; has twelve tinned-steel hooks, and nickel-plated curtain rod. Can be prettily draped to match decorations.

### Petticoat No. 43.

Given for three Certificates.

Tailor-made Sorosis Heatherbloom Petticoat; has a 12 in. flounce composed of eighteen scalloped panels, each panel ornamented with eight rows of narrow strapping, running diagonally across the panel. Finished with a 4½ in. bias ruffle, of 200-in.



sweep, trimmed with three rows of hemstitching.

Has a 13 in. under-flounce, and 2½ in. dust-ruffle.

Special sizes with 240-in. sweep made to order for 50 cts. additional; colors, 25 cts. additional. Choice of Cardinal Red, Champagne, Forest Green, Havana Brown, Light Gray and Neptune Blue.

### Petticoat No. 405.

Given for five Certificates; or free with \$10.00 worth of Larkin Products.

The same as Petticoat No. 43 except that it has a 13 in. silk flounce.

### Cut-Glass Jug No. 15.

Given for five Certificates; or free with \$10.00 worth of Larkin Products.

Heavy cutting; highly polished. Two large buzz-stars on each side; brilliant star in front; cut-glass bottom, and notched handle.

Capacity, 4 pts.



### Coney Fur Set No. 12/52.

Pillow Muff No. 12. Given for two Certificates.

Four-in-Hand or Throw-Scarf No. 52. Given for two Certificates.

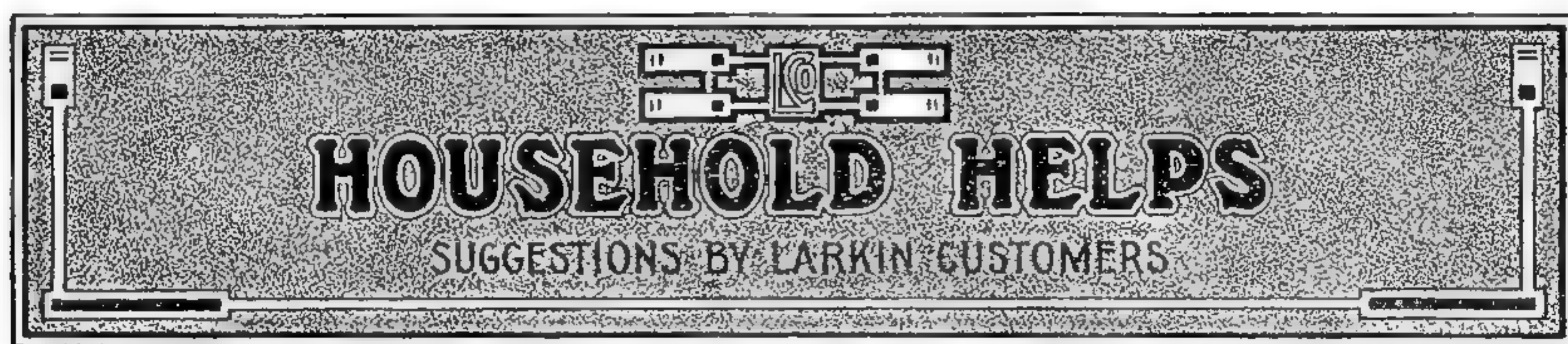
This set of Furs is made from carefully selected French-dyed Sable Coney, a soft, silky fur of rich, brown color. Both pieces lined with best quality of Skinner's Satin.

The Muff is square pillow-shape, 12 in. x 13½ in. It has wrist-cord.

The Scarf is a popular Four-in-Hand or Throw-tie, 60 in. long, 3½ in. wide at the collar, 6 in. wide at the ends.







**W**HEN darning fine underwear, place a piece of net under the hole, and darn back-and-forth through the meshes. This will make the darning more substantial.

Mrs. M. W. D., Montpelier, Vt.

When sewing I always keep an iron on the stove and instead of basting hems, or creasing for tucks, I use the iron and press them more evenly, in half the time. Especially good for hems in aprons, pillow-cases, sheets, etc.

Mrs. W. E. D., Erie, Pa.

Sprinkle a little Larkin Silver Polish on a flannel cloth, slightly dampened, and rub over the mirror, then polish with any soft cloth and your mirror will be perfectly clear.

Miss F. C. E., Utica, Ohio.

Having the misfortune to turn over a bottle of shoe-polish on a new brussels carpet, I hastily snatched a sponge and a pan of skimmed-milk, and with these I took out the last vestige of stain. I have tried it many times since on ink-stains and find it works like a charm.

Mrs. I. M. F., Proctorville, Ohio.

When giving fresh water to gold-fish add a pinch of salt. It will keep the fish healthier and prevent their becoming exhausted.

Mrs. H. E. G., Sharon, Pa.

To save time and labor in working over butter take bowl of cold water and a clean white cloth. As fast as you work the milk from butter pat it with a cloth to soak up the milk, also wipe out bowl.

Miss O. L. G., Hudson, Mich.

To keep pieces of linen fancy-work always neat, launder with Maid o' the Mist Soap. Rinse well, wring and fold them in a towel. Iron with as hot an iron as you can use without scorching, using a Turkish towel over the ironing-board. Have piece of a broom-stick as long as your widest center-piece and roll your linen on this. In this way it will not be wrinkled when you wish to use it.

Mrs. W. A. H., Cleveland, Ohio.

Before putting a new mantel on a gas jet, always clean the air-mixer out thoroughly by running a dry cloth through it. If this is not done the dust settles and shuts off a great deal of gas.

Mrs. C. H., Clarksburg, W. Va.

Glass, water, oil-or vinegar-bottles may be easily made clear and bright. Crush egg shells, mix with  $\frac{1}{4}$ -cup salt and  $\frac{1}{2}$ -cup vinegar. Put into article to be cleaned, shake thoroughly, let stand a few moments, then repeat. Rinse in several clear waters, stand on back of range to dry.

Mrs. W. H., Schenectady, N. Y.

Empty Larkin Celery Salt-bottles make excellent salt- and pepper-shakers for the kitchen-cupboard.

Mrs. S. W. A., Stephenson, Va.

To keep apples from rotting, wrap each one with paper and keep in covered barrel or box.

Miss E. H., Atwater, Ohio.

Try putting an extra piece of gingham underneath the front breadth of the kitchen apron. It can be



sewed in with the seams at the side and gathered at top. Then when the hole comes, your patch is all there, ready to be darned down.

Mrs. H. F. K., Chicopee Falls, Mass.

After many struggles to tie a bandage on a bleeding finger, for myself, I thought to slip on a little rubber band. It worked like a charm.

Mrs. R. C. L., Bristol, Vt.

Use cheese-cloth for sash-curtains in the kitchen. They are very pretty and inexpensive.

Miss M. L. M., Newport, Vt.

When stewing evaporated apples, before putting them to soak, remove the little pieces of core on inner circle of ring with scissors. It is much quicker and less troublesome to get rid of the dried particles of core than to smash through a strainer.

Miss C. H. M., McPhersonville, S. C.

When cutting velvet, pin the pattern to the wrong side of the velvet.

Mrs F. W. B., Bellows Falls, Vt.

A fuel saver: Cut a piece of asbestos paper to fit the bottom of your oven; gas or coal. It saves fuel by holding the heat, and prevents burning of articles being baked.

Miss J. M. M., Plainfield, N. J.

To put out a fire: When the stove or flue is flaming throw salt on the fire.

Mrs. A. B. B., Covington, Va.

To keep butter from sticking to churn and butter-bowl: First put boiling water in, and then cold.

Mrs. M. C., Albion, Pa.

Cover a small board about ten-by-twelve inches like an ironing-board. Keep this to rub your iron on after waxing, instead of rubbing it on the end of the ironing board. This prevents burning the ironing-sheet.

Mrs. G. S., Milwaukee, Wis.

## LARKIN Pearl Tapioca



Larkin Tapioca is prepared from the tubers of the Cassava plant and is imported to us directly from Singapore. The nutriment of Tapioca is due to its starchy composition. Larkin Tapioca is white, clean, and absolutely pure. It is used extensively in the making of puddings and other dainty desserts.

**Per 1-lb. package,  
15 cents.**



To hang a skirt properly the gores should always be stitched in one direction. Sometimes one sews up one gore and turns the sewing under the needle and sews down on the other. The gores should be either stitched all upward or all downward, especially on tailored-skirts.

Mrs. T. M., Pittston, Pa.

When you buy new, ingrain carpets save the ravelings, then if it ever needs darning you have something of the same color and texture to darn with.

Mrs. F. A. P., Thomaston, Conn.

Take a piece of denim about twelve inches square; after being hemmed all around, form a box-plait at bottom and tack to back of ironing-board for a pocket to hold iron-holder, wax, etc.

Mrs. J. S., Carnegie, Pa.

Piece of old rubber hose about 1½ feet long with piece of broom-handle

inserted in one end and wired on, makes the very best beater for carpets and rugs.

Mrs. W. A. T., Springfield, Mass.

To clean soiled wall-paper, take half-a-loaf of bread and rub the soiled portions, working always in a downward direction. As soon as the bread is soiled, cut off a thin slice.

Mrs. G. W. W., Roanoke, Va.

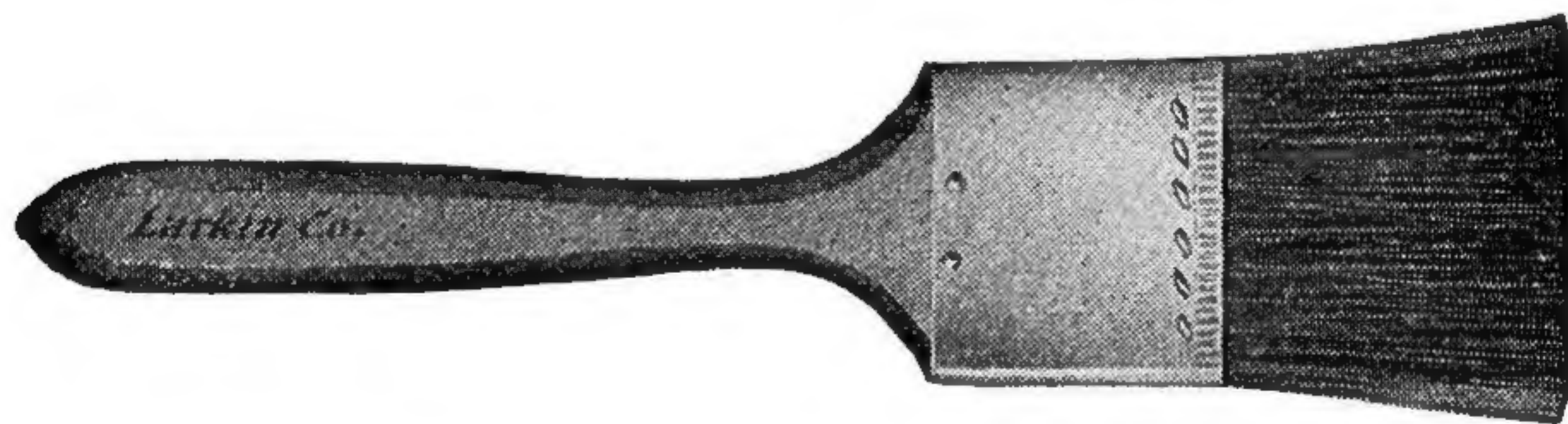
Heat your bread-knife before cutting fresh bread and the bread will not crumble.

Mrs. E. C., Pottsville, Pa.

For a small bath-room, paper ceiling and sides, to within three feet of floor, with varnished paper, finish with plain oilcloth, cutting the oilcloth lengthwise and pasting on the wall. Finish between paper and oilcloth with an edge cut from border. You will find that a bath-room thus finished will last many years. Mrs. A. A. H., Avoca, Pa.

# Larkin Varnish Brushes

A COMPANION FOR LARKIN VARNISHES



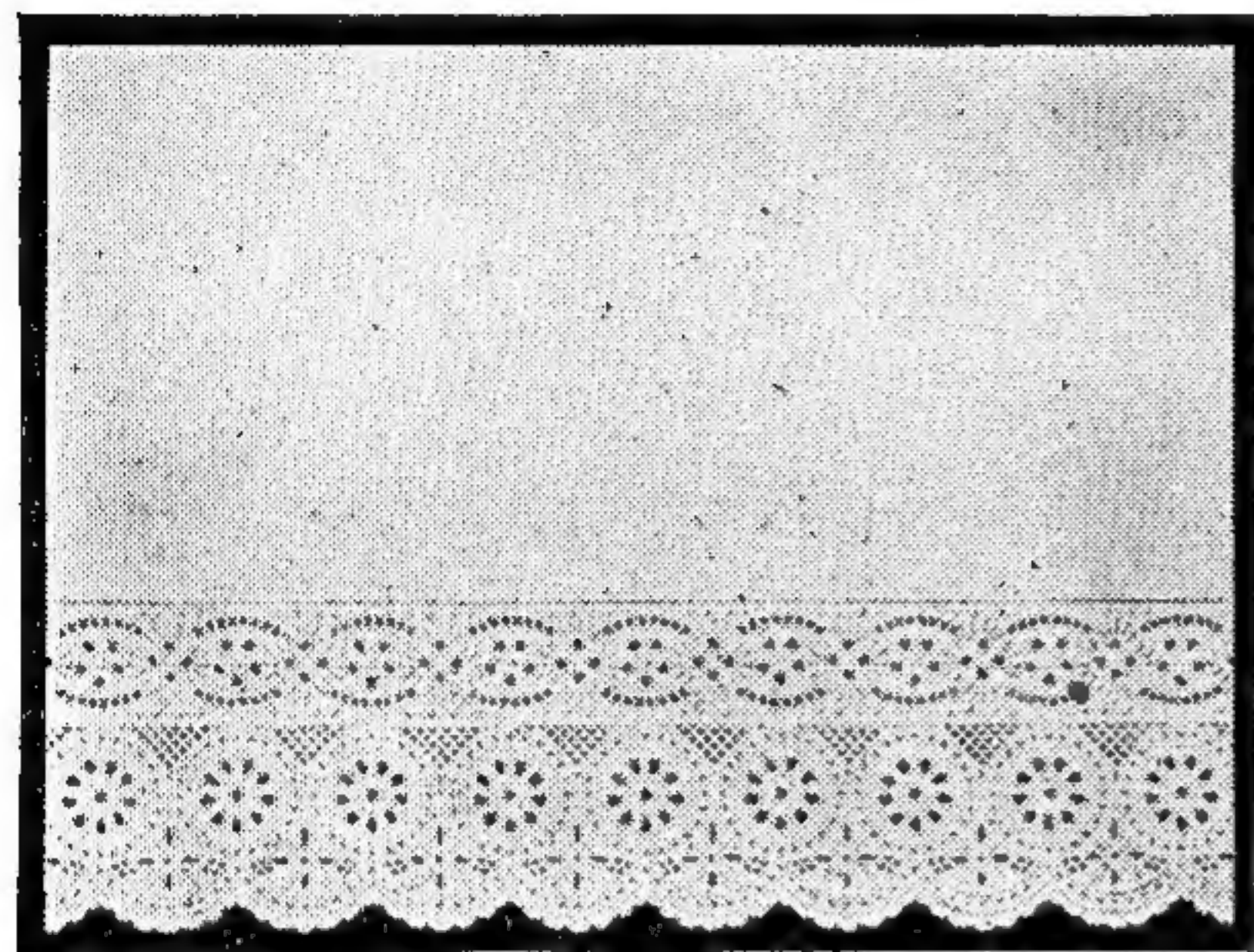
These brushes are made of the highest grade of pure Tientsin China bristles; nickel-plated binding where bristles set into the hardwood handle. Are particularly adapted for the applying of varnishes although well-suited for paint-work of all kinds. 2 in. wide.

**Per Brush, 20 cents.**



# Two New Products

## Larkin Shelf Paper



This new addition to our list of Products is the best quality of white shelf paper, exceptionally heavy and strong; with smooth finish; embossed

and perforated. It is 11 inches wide, 30 yards long, and has 4-inch fancy-cut border, not easily torn. Packed in envelope.

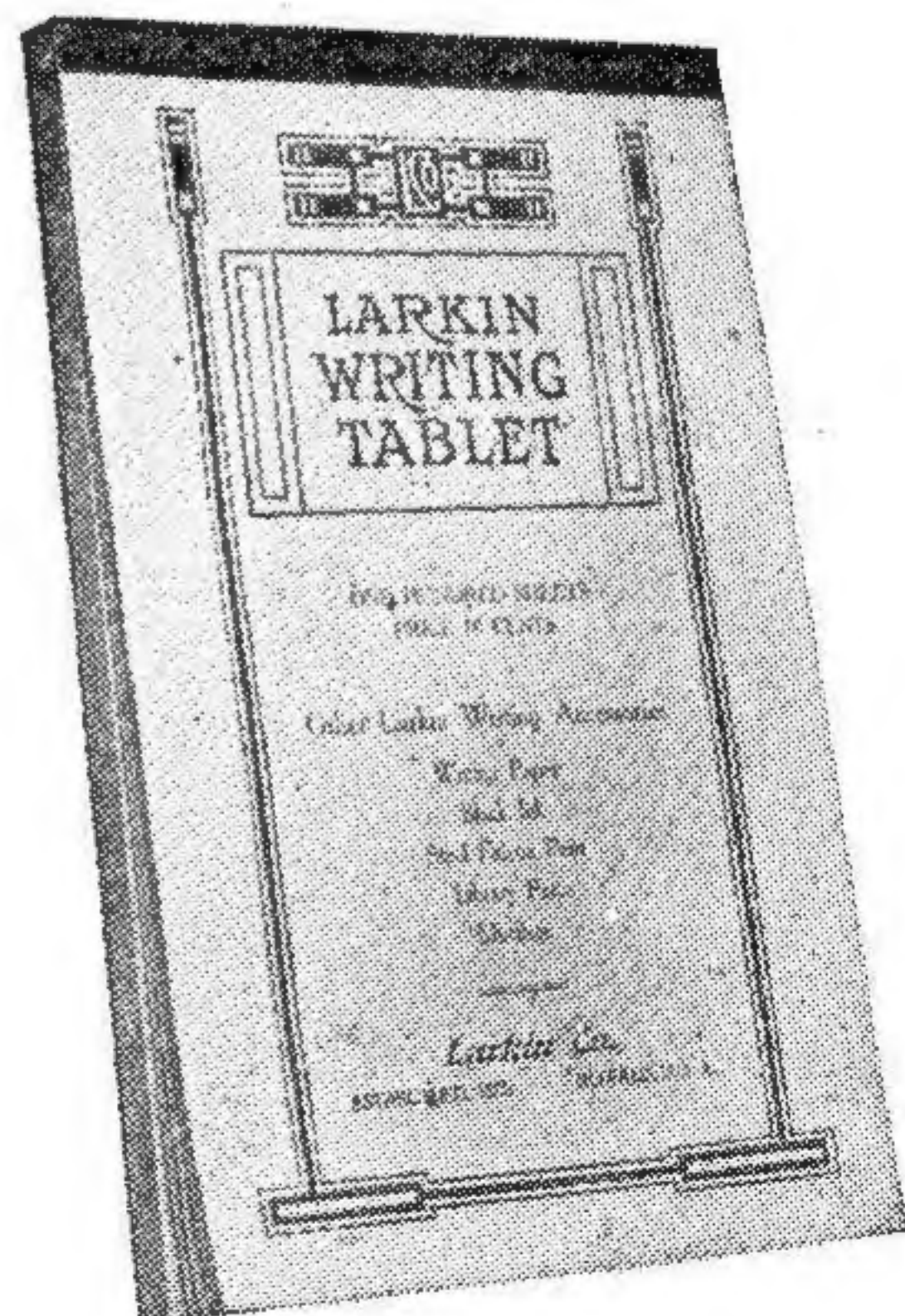
**Per Package, 30 cents.**

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## Larkin Writing Tablet

A good quality of pure, white, smooth-finish paper for pen or pencil, ruled on both sides. Each Tablet contains 100 sheets, size 5 x 8 in., and one sheet of blotting-paper, bound with front cover and stiff back.

**Per Tablet, 10 cents.**





# NEW OFFERS IN FURNITURE

## RECORD CABINET No. 58.

Given with \$10.00 worth of Larkin Products for \$13.00, or free with \$16.00 worth, or for eight Certificates.

A beautiful Cabinet, of selected quarter-sawed polished Golden-Oak. Provided with compartments for the safe-holding of 132 graphophone- or phonograph- disc-records, any size up to 12 inches. Has French legs; cast-brass trimmings. Top of Cabinet measures  $17\frac{1}{2}$  x  $19\frac{1}{2}$  in., and will hold any size instrument. Height, 33 in.

No. 68: same as No. 58, except that it is fitted with five sliding shelves, each holding 30 cylinder-records. This Cabinet cannot be used for disc-records.



## EXTENSION TABLE No. 95.

Given with \$10.00 worth of Products, or for five Certificates.

The equal of this Table would cost \$10.00 in any retail-store.

Top is 42 x 42 in., having three leaves which extend it to 6 ft. Legs, 3 in. in diameter, have socket-casters.



Top, extra leaves, rails and legs are of hard wood printed in faithful imitation of selected quartered-oak with golden-oak-finish. It is what dealers call the new American Quartered-Oak and will not wear off. Shipped knocked-down, in one crate.